



KENT ON SUNDAY

Published by KOS MEDIA LTD Telephone: (01303) 817000

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No.424

November 7, 2010

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OPENING UP 'BACK DOOR' GRAMMAR EXPANSION

By **MARIJKE COX**

EDUCATION experts have predicted that plans to allow expansion of grammars could open up "back door" opportunities to build more selective schools.

Education secretary Michael Gove is considering allowing grammars to create more places and build on new premises to develop 'satellite' schools.

Current law forbids the development of new selective schools, although local authorities have the power to increase places on exceptional grounds.

The schools that do so, however, are given no capital funding to cope with the rise in pupil numbers. But under plans due to be outlined in a White Paper later this month, grammars that become academies will receive extra money which

'Satellite' schools to create extra selective classrooms

could give them the means to expand – as long as they have room.

But an option being considered as part of the plan is to allow grammars to expand onto other premises and run satellite schools, which would also be for children who pass the Kent Test.

The proposals are being introduced in response to the high demand for places in selective education.

But John Walder, secretary of the Kent division of the National Union of Teachers, said the plans could be a way of allowing new grammars to be built.

"We're against grammars and we're against academies," said Mr Walder.

"Academies are destroying the democrati-

c controls in the education system. Schools are going to end up like companies. The idea of satellite schools sounds dubious – this could well be a way of getting more grammars built through the back door."

In Kent and Medway – one of the last places in the country to offer selective schooling – there are 38 grammars.

In the run up to September, many of these, particularly in western parts of the county, become oversubscribed, with pupils from neighbouring counties also vying for places.

But Cllr Sarah Hohler, Kent County Council's cabinet member for education, denied schools were under extreme

CONTINUED ON PAGE TWO



Picture: REX FEATURES

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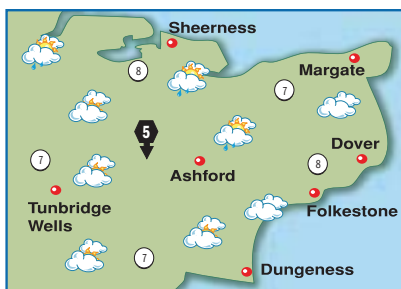


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Kent today



TODAY: It will be a rather cloudy start with showers early on, clearing to leave it largely dry. However, cloud will remain. Moderate variable winds. Max temp 6-9C (43-48F). **TONIGHT:** Cloudy with a risk of drizzle or the odd shower. There will be fresh south-easterly winds. Min temp 5-8C (41-46F).

Around Britain

	°C	°F		°C	°F
Aberdeen	showers	6 43	London	cloudy	8 46
Belfast	rain	7 45	Liverpool	showers	8 46
Birmingham	cloudy	7 45	Manchester	fair	7 45
B'mouth	cloudy	8 46	Newcastle	fair	6 43
Bristol	cloudy	9 48	Norwich	fair	9 48
Cardiff	cloudy	9 48	Oxford	cloudy	8 46
Cork	rain	8 46	Southsea	cloudy	9 48
Edinburgh	cloudy	7 45	S'hampton	cloudy	8 46
Glasgow	showers	8 46	Southport	showers	8 46
Isle of Man	showers	9 48	Swansea	showers	9 48
Leeds	cloudy	6 43	Torquay	showers	9 48

Sun & moon

Sunrise	7.00am	Sunset	4.18pm	Lighting up times:
Moonrise	8.49am	Moonset	4.42pm	4.18pm to 7.01am

High Tides

	today	tomorrow
	ht (m)	ht (m)
Dover	11.13 6.9 23.38 6.8	11.57 6.8 - -
Margate	- - 12.12 5.0	00.32 4.8 12.57 5.0
St Mary's	04.50 5.9 17.12 5.8	05.32 5.8 17.53 5.6

Week ahead

monday Rain. Very windy. max 10C min 5C	thursday Rain, some heavy. max 12C min 5C
tuesday Rain and showers. max 10C min 4C	friday Showers. Windy. max 12C min 5C
wednesday Showers. max 10C min 6C	saturday Showers. Windy. max 11C min 6C

- EDITOR: Ian Patel
- ADDRESS: Apple Barn, Smeeth, Kent TN25 6SS.
- WEBSITE: www.kentnews.co.uk
- MOBILE WAP SERVICE: www.kentnews.co.uk/mobile
- TELEPHONE: 01303 817100
- ADVERTISING: 01303 817000
- FAX (ADVERTISING): 01303 817001
- FAX (EDITORIAL): 01303 817002
- EMAIL: editorial@kosmedia.co.uk
sales@kosmedia.co.uk



KOS Media is a division of **ARCHANT REGIONAL**

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Printed by Archant Print.

Council chiefs enjoy private healthcare – thanks to taxpayers

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

COUNTY Hall finance chiefs have come under fire for spending almost £200,000 on health insurance for senior members of staff.

The provision of private healthcare only exists in a small number of authorities, with Kent County Council fourth in a national league table after last year splashing out on expensive premiums for 250 employees.

According to figures released by the Bureau of Investigative Journalism, KCC also spent £56,044 on 117 overseas trips.

"It's ridiculous that council top brass have been treated to private medical treatment with taxpayers' money," said Fiona McEvoy, campaign manager for the Taxpayers' Alliance.

"If they want to go private then they can choose to do so, but they should pay for it out of their own generous salaries."

"We already pay for the NHS, and if that's good enough for us then it should be good enough for senior managers at KCC."

A total of about £2.9 million was spent on private healthcare last year for more than 5,000 members of staff at 56 councils throughout the UK.

The most senior officers at KCC pay their own medical premiums, but 250 other managers had the £750 bill paid for them.

"The senior medical insurance scheme was designed originally as part of our total reward package," said Cllr Roger Gough, cabinet member for corporate support services and performance management.

Termination

"It is critical in attracting and retaining senior managers and creating a scheme which is of mutual benefit to the employer and employee."

"The fund is run as a trust and we have actively sought members from other public sector organisations to make the scheme as cost-effective as possible."

The Bureau of Investigative Journalism requested figures from councils across the UK to identify areas in which it felt they could save money without cutting residents' services.

In addition to private healthcare and over-

seas trips, it also looked into areas including sickness absence, redundancy bills, mortgage subsidies and early termination payments.

Bromley council was one of the local authorities highlighted in the report after it spent £1.06m on fuel, mileage allowances and subsistence allowances for 1,458 employees last year.

Meanwhile, KCC has also responded to criticism that over the past year it spent more than £12,000 training members of staff to use social networking sites like Facebook and Twitter.

Cllr Gough said: "We are in the 21st century, and as a council we need to move with the times."

"Social media is a hugely valuable tool that not only allows us to share information with residents but also gives people the chance to tell us what they think and ask questions through a format they want to use."

"For that reason our members need to be able to use social media. They need the right training to understand the tools and understand how they can best be used to help residents, as well as knowing how to use social media responsibly."

'Academies are like supermarkets'

CONTINUED FROM FRONT PAGE

pressure, stating that 96 per cent of all Kent's secondary pupils received one of their preferred placements by September.

"Schools are not under as much pressure as people think," she said. "Most are their own admission authorities and can take on more pupils provided they have the space."

Grammar schools are popular. They have always been able to branch out, but in the past they haven't been able to get funding to do so."

Cllr Hohler said KCC welcomed Mr Gove's plans, but said the council had not been contacted on the issue.

He added: "The current 25 per cent limit for grammar schools is quite right. Some children would not flourish at a grammar and

our other secondary schools are excellent."

Prime Minister David Cameron ruled out building new grammar schools before the election, despite the Conservative party's traditional support for selective education.

Sceptics believe the shift in his opinion could be down to the new academy policy and the desire to take education control away from local authorities.

Gravesend-based education expert Peter Read, who runs Kent Independent Education Advice, said because current legislation forbids new grammar schools being built, the academy satellite idea could be a way of getting around it.

He said: "Schools are being told that if they are oversubscribed there may be more funding if they become an academy – it's an inducement by Government."

Mr Read criticised the academies policy, warning that schools which chose to stay under local authority control instead of becoming academies could end up closing.

"Twenty-five per cent of Kent's schools are already destined to become academies. By next year this figure will have risen to half of all schools," he said.

"KCC will have no control over them whatsoever."

"It will be difficult for KCC to continue to provide services for the few schools that remain under its control."

"These academies will be like big, powerful supermarkets moving into a town and driving out the smaller shops."

He added: "The question that needs to be asked is, who will be responsible for things such as special needs placements?"



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Leading travel guide puts our coastline on the tourism map

OUTSTANDING: The beach at Whitstable



Picture: PHIL HOUGHTON

Official: Kent best place in the world

IT HAS been rubbished in the past as a 1960s has-been, a place synonymous with sticks of rock and kiss-me-quick hats.

But out-of-touch critics are now being forced to eat their words after Kent's coastline was recognised among the greats as one of the world's top destinations for 2011.

In a list of the best places to go by leading travel guide Frommer's, the county's stretches of sandy beaches and bustling seaside towns were highlighted as a must-see for any discerning tourist.

The coastline was listed among 12 of the world's most desired locations, alongside Rio de Janeiro in Brazil, Santiago in Chile and Stockholm in Sweden, and was lavished with praise by Jill Emeny, associate commissioning editor for Frommer's.

She said: "Less than two hours from London by train, the Kent coastline offers long stretches of clean, sandy beaches (many of them with the desirable blue flag status), secluded coves and bustling seaside towns."

"There's plenty to keep visitors going over a long weekend, from independent shops to worthy eateries to stylish boutique hotels."

She heaped praise on the stretch of coast between Whitstable and Ramsgate, from the colourful beach huts of Herne Bay to the tra-

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

ditional seaside resort of Broadstairs, which she described as a "literary experience" due to its Dickensian history.

Sandra Matthews-Marsh, chief executive of tourism board Visit Kent, said she was delighted with the accolade.

"This is a tremendous endorsement for our county and all our tourism, leisure and hospitality businesses that have been working so hard to regenerate our coastal towns and raise awareness of our beaches," she said.

Treasures

"Living in Kent we often take for granted the bustling, independent shops and boutique restaurants which make towns like Whitstable, Herne Bay, Broadstairs, Ramsgate and Folkestone such a pleasure for a day out.

"Plus, we have the forthcoming opening of great new cultural destinations, such as Turner Contemporary in Margate, which is attracting interest from across the world."

Tory MP for South Thanet Laura Sandys said she was thrilled by the recognition.

"We are always proud of Thanet, but now we can see that it is not just us who recognise our great treasures but also one of the world's leading travel guides," she said.

Frommer's praises the "bracing cliff top ramble" and the 27-mile Viking Coastal Path, with its smugglers' haunts and historic churches.

Whitstable, known as 'Islington-by-the Sea', is commended for its harbour and seafood along with its "charming" boutiques and stores.

The praise is a far cry from criticism often linked to the more deprived coastal towns, including earlier this year, when Margate was named as the country's official ghost town after a large number of its shops closed down due to the recession.

But David A Lytle, editorial director of Frommer's, said: "Our editors and authors contribute their individual expertise, debating those places that deserve to make the final cut on our annual list – suggesting smart alternatives to the usual travel suspects."

Heroes honoured

FAMILIES of soldiers killed in conflict were presented with Elizabeth Crosses by the Lord Lieutenant of Kent.

The honour was for relatives of service personnel killed while on duty since 1948 in Afghanistan, the Canal Zone, Cyprus, Iraq, Korea and Malaysia.

Lord Lieutenant Allan Willett, the Queen's representative in Kent, said: "The crosses will be reminders of those who laid down their lives, and a tribute to you, the families who have borne their loss with such dignity and fortitude."

Primary choices

PARENTS whose children are due to start primary school next September can apply for places from Monday.

They then have until January 15 to submit their applications and are advised to do so online at www.kent.gov.uk/ola.

"Many families will already have an idea of which school they want for their child," said Cllr Sarah Hohler, Kent County Council cabinet member for education. "But there is plenty of time for parents to and look around before selecting their preferred three."

To see this clip search 'Stannard' @ yourkenttv.co.uk



Archant KOS Media MD Paul Stannard discusses his charity fund-raising trek to Machu Picchu

Time for savers to vote on future of building society

KENT Reliance Building Society members have until November 19 to vote on the proposed £50 million deal with American private equity firm JC Flowers.

The Chatham-based society admits to losses of £4.7m before tax in the seven months to April 30 and says it is not making money from many of its existing mortgages because of the low interest rate environment.

If the deal goes ahead it will be the first private equity investment in the UK mutual banking sector. However, if less than 75 per cent of members give it the thumbs up then the board will have to explore other options.

In the past when building societies have 'demutualised' the shareholders – savers – have received a payment for their shares.

However, under the proposed KRBS restructuring, society members will not receive any pay off in return for voting for change.

Life-long member Andy James, 40, from Rainham, is spearheading a campaign to encourage savers to vote against the deal.

He said: "If the deal goes through then I don't think the society will be as competitive and members won't see the same benefits."

Under the restructuring plan, KRBS would transfer its business to a new bank called OneSavings, which the New York-based JC Flowers would back with £50m of capital.

The aim would then be for it to be listed on the Stock Market in the next five to 10 years, possibly after incorporating other societies.

Mr James said voting packs have to be returned by November 16 but that members can also vote in person until the ballots are counted on November 19.

"Because of the banking crisis we need to have different types of institutions offering people a choice," he said. "Mutual societies like Kent Reliance can offer better returns than banks can to their shareholders."

Kent Reliance chief executive Mike Lazenby said: "We are building a business plan to offer better value than we might have been able to provide."

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Dragon's spa treatment

FITNESS tycoon Duncan Bannatyne has signalled his confidence in the economic recovery by opening a new luxury spa in Kent.

After almost two years spent battling the recession, the Scottish multi-millionaire – star of the hit BBC Two show *Dragons' Den* – has now switched his focus back to expanding his fitness empire.

His most recent investment is the new £350,000 spa at his existing health club in Broadstairs, which he opened on Wednesday evening.

"I think that during the recession everyone had to batten down the hatches and watch what they were spending," said Bannatyne, who has an estimated fortune of £320 million.

"We did that at a board meeting in December, 2008, when we decided

not to expand any more until things got better, and to instead focus on increasing our cash flow and profits.

"Now the economy is recovering we've started to grow our business again, and as our Broadstairs health club is one of the biggest in the country it was the next obvious choice for us to develop a spa.

"We're looking to have them at all of our clubs eventually."

Sixty-one-year-old Bannatyne's business career began in his 20s when he bought an ice-cream van for £450, later selling an entire fleet for £28,000, founding his Quality Care Home business with the proceeds. He sold that for £26m in 1996 in addition to the children's nursery chain Just Learning for £22m.

The idea for Bannatyne's Fitness

was born following a skiing accident in the 1990s, when Bannatyne struggled to find facilities close to his home that would allow him to carry out the exercises needed to recover.

It is now the UK's largest independent health club operator, with 60 sites across the UK employing about 5,000 people. It also has more than 180,000 members.

"The health and fitness sector is doing very well because people will always want to work out and feel good about themselves," he said.

"We have more members than this time last year and the health club sector is up about two per cent. The spa sector is up by about 30 per cent, things are moving in the right direction."

The new spa at Broadstairs' Westwood Farm boasts four therapy



PAMPERED: Duncan enjoys a manicure from therapist Tiffney Whatman

rooms and a dual treatment room for couples and friends to share.

Bannatyne, who has been part of *Dragons' Den* since the show first aired in 2005, said he was always willing to help bright young busi-

nessmen and women succeed.

"It's important we have entrepreneurs," he said. "We need the youngsters coming out of university to help drive the economic recovery in the future."

Be in good company when you join us at Business Week Live

BUSINESSWEEK Live

By **STEVE LOADER**
Business Editor

BUSINESS Week Live makes its debut on Wednesday at the County Showground at Detling near Maidstone.

It is a spin-off from this title's successful Business Week section and we don't think it could be better timed for the economy.

We are just a few weeks away from what promises to be a pivotal new year for the debt-ridden UK economy.

And three weeks ago to the day, David Cameron and Nick Clegg's Coalition unveiled the much-hyped Comprehensive Spending Review.

We didn't hear much in the way of nasty shocks – most of the big stuff had been leaked beforehand – but there was precious little guidance for the small to medium firms that contribute so much to the Kent economy.

And that's where we come in, with around 100 exhibitors drawn from the county's wide-ranging community, the chance to network with each other and with visitors, and a stunning line-up of more than 20 speakers able to offer genuine and valuable advice, guidance and inspiration.

The speeches will make a big-hitting start with one-time Conservative Party leader and former Folkestone and Hythe MP Michael Howard, pictured. The Tory grandee, who stood down at the May General Election, now sits in the Lords as Baron Howard of Lympne, and will surely deliver a lively view of the coalition's progress under his successor as party leader, David Cameron.

After that comes a medley of topics covering key areas including hunting investment, harnessing social media such as Twitter and Facebook, inspirational management, and even the way David Cameron's Big Society might work for business.

It is impossible to imagine that any delegates attending this free event staged by our company, Archant KOS Media, will come away without some tips to help rescue, stabilise or grow their business.

Kent Business School is also providing a free clinic during the show to help troubled firms find a cure for their ills.

The new coalition wants the highly flexible smaller end of the business sector to pull the country out of debt, and Business Week Live aims to help.

• **For more news and details about the event, and to register for your free place, go to businessweeklive.co.uk.**



Lord Howard



Why you can't afford to miss Business Week Live on Wednesday November 10, at Kent Showground, Detling. See businessforkent.co.uk

Stars try the Good Life at showground

KENT Showground is one of the locations featured in a new BBC show celebrating the 35th anniversary of the *Good Life*.

Food critic Giles Coren and comedian Sue Perkins front the three-part series, which is inspired by the grow-your-own attitudes of the characters portrayed by Richard Briers and Felicity Kendal in the iconic 1970s sitcom.

Perkins visited the showground during the Kent County Show in July, when she competed against members of the Kent Young Farmers in a livestock competition.

The episode will be screened on BBC Two, at 9pm on Monday, November 22.



Second Nature

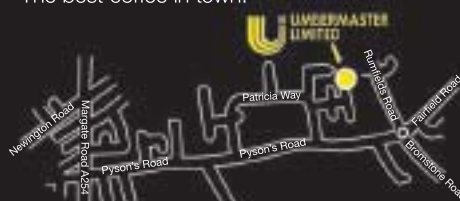
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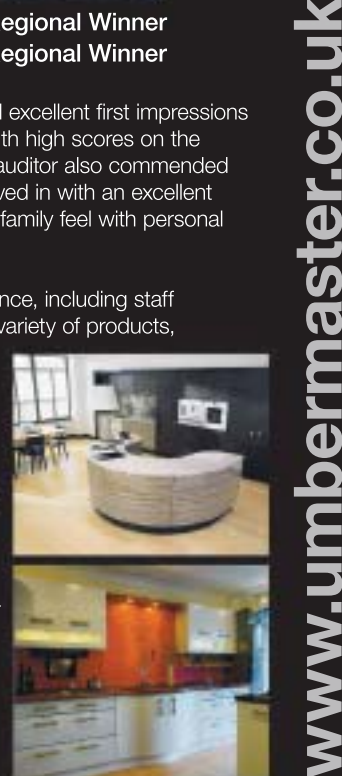
"The Second Nature 'mystery shop' auditor had excellent first impressions of Umbermaster which was followed through with high scores on the company's sales approach and welcome. The auditor also commended Umbermaster or the displays looking real and lived in with an excellent range of doors displayed. The company had a family feel with personal attention and service."

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POLICE in north Kent have signed up to a national pilot scheme designed to tackle binge drinking in the streets.

Nicknamed 'booze abso's', the drinking banning orders are being trialled throughout the

UK in an attempt to reduce alcohol-related crime and disorder.

Breaches of the order, which can be imposed for up to two years, can land offenders with a stiff penalty of up to £2,500.

THE INTERVIEW



BY TOM BETTS

Under the skin of the coolest kid on the block

IF JOSIE Long were a new band she'd be all over the 'Radar' section of NME right about now.

Earlier this year, when Newsnight Review turned to look at the comedy ground zero that is the Edinburgh Festival, it was Long's acclaimed show they examined first... and raved about.

She is possibly the hottest ticket in comedy right now, not that she would admit it.

Long gathered a following in her teenage years as a young comic tipped for big things, and the spotlight has certainly swung back in her direction.

However, the cute comic seems a little bemused by all the attention.

On the phone, wandering the streets of her home town in Hackney as emergency services sirens ring out in the background, the 28-year-old admitted to being a little nonplussed.

"It's flattering to think people like me but I never know what to say to all that, it's kind of weird. It's really nice for people to say that kind of thing about you, but I just feel like I'm trying to build up an audience and develop my own little style," she said.

"I've toured a lot for the last four years and most of the time I'm just trying to not be rubbish! It's exciting to have attention but I do still see myself as quite small fry."

She is probably being a little modest, but it becomes apparent as we chat that she feels embarrassed by the notion that she could be considered "cool".

Starring roles in *Skins* – episodes of which she has also helped to write – and a slew of awards for her stand-up shows could have helped launch her

ego into la la land, but it's clear from her good humour that she is keeping her feet on terra firma and not getting too carried away.

It is perhaps because comedy was something Josie started to do at a young age that has helped her to retain a little humility while the good reviews stack up.

She said: "I've been doing this for half my life now. When I first started it was something that was very removed from my life and I just wanted to write silly little jokes and stuff I thought I could perform. I used to get quite nervous and would feel sick but now I feel like it's working well."

"I seem to be able to talk as myself on stage now and I have developed and can concede to leave stuff that isn't working or getting a laugh. I have built up a bit more confidence."

"At the moment I'm touring with some guys I get along with so well, and because there's three of us it's like we're a little gang and that makes it more fun and means the time off stage is interesting and we can talk to each other and sound each other out about how it went."

• Tickets to see Josie's Be Honourable tour at the Horsebridge, Whitstable on Friday, November 26, are £7, £5 concessions. See www.horsebridge-centre.org.uk for more details, or call 01227 281174 to book.



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French demand ban despite Channel swim safety record

IT HAS been the ultimate endurance test for 135 years, with hundreds braving the cold waters of the Dover Straits to complete the Channel swim, **writes Marijke Cox.**

But the future of the sport was thrown into doubt when a French coastguard said he thought it should be banned.

Starting the swim from the French side has been prohibited for the last 17 years by authorities across the Channel.

The comments, however, have only moved to spur on the local, national and international swimming community in showing support for the extreme challenge, arguing there has not been a single accident since it started in 1875.

Local politicians are also backing the future of the 21-mile swim – a sport which boosts the Kent economy and raises funds for charities across the country. Michael Oram, of the Channel Swimming and Piloting Federation, said in 30 years of being a pilot he has never seen anyone injured.

"The job of the pilot is to make sure there is no danger," he said. "The equipment we have on the boat means we can see any dangers from a long distance."

"There have been four deaths in Channel swimming history and these were for medical reasons, such as heart attacks. Four people have died in the London marathon – and that's on one day."

"We do more than we are required to do to ensure safety. Swimmers have to produce a



WATER WORLD: Charity swimmer Anna Wardley crossed the Channel in 2009

medical certificate, there are strict checks and the boats are all certified to Maritime and Coastguard Agency requirements.

"We did have a good relationship with the French coastguard who we would speak to on a voluntary basis to make sure we were doing everything as we should."

Mr Oram insisted there was no threat to Channel swimming and the comments by the French authorities had only created confusion about its future.

Danish ferry company DFDS, which runs between Dover and Dunkirk, said there needed to be tighter controls on the number of swimmers in the Channel – one of the

busiest shipping lanes in the world – and the Maritime and Coastguard Agency (MCA) admitted it was also concerned.

A spokesman said the potential for disaster was "quite real" and likened the Channel swim to a pedestrian crossing the M25. Concerns have been heightened by the growing numbers attempting the swim since Little Britain actor and comedian David Walliams completed it in 2006. But Shepway councillor Tim Prater attacked calls for it to be banned as "barmy".

The Liberal Democrat added: "Clearly you need to keep it safe, with the right support team and keeping the authorities in touch."

"But you shouldn't ban things, or restrict the right to do things, that cause no harm to others."

Shipping lane

Brian Rees at P&O Ferries said it would be a sad day if UK authorities tried to prohibit attempts from British shores. But he admitted the growing number of swimmers was a concern.

He said: "A fast swimmer could be over in less than 10 hours, whereas a slow swimmer will stick at it for 20 hours or more."

"This means that when there are multiple attempts on the same day, as increasingly happens, swimmers end up all over the place and each needs to be given sea room."

"There's only so much room available in one of the world's busiest shipping lanes, so we think this debate is timely and useful."

News and sport updated daily online

www.kentnews.co.uk



SHAKE ON IT: Paul Stannard and Dave Lee

A helping hand

A CHARITY founded by comedian Dave Lee to send sick and underprivileged children on holiday has smashed the £2 million mark for cash raised.

It spells a landmark moment for the Kent panto legend, who started Dave Lee's Happy Holidays with his wife Linda 15 years ago. The charity raises money to send underprivileged, disabled and terminally ill youngsters on holiday.

Dave's annual golf event in September, which saw celebrities including Spurs manager Harry Redknapp and former England footballer Luther Blissett take to the course at Chart Hills in Biddenden, near Ashford, tipped the total over the £2m mark. The tournament – supported by Archant KOS Media – raised more than £10,000.

Dave said: "That brought us over the £2m mark. I'm so pleased. All the money we raise goes to sending children on holiday."

The comic paid tribute to Archant KOS Media for supporting the charity and gave special thanks to MD Paul Stannard, who trekked the Inca Trail to Machu Picchu in Peru and spent four days in the Amazon to raise cash for the charity.

Dave said: "It's sensational. When Paul told me what he was going to do I couldn't believe it – I couldn't have done that."

Dave Lee's Happy Holidays owns five holiday homes at Camber Sands and has sent more than 45,000 children and their families to places such as Tenerife, Disneyland Paris and Disney World.

Shock at crash death of pilot 'AJ'

TRIBUTES have been paid to a former RAF and Army pilot killed in a helicopter crash in Northern Ireland.

Anthony Joseph Smith, known as AJ or Tony, was one of three men killed in the crash in the Mourne Mountains, County Down, on Saturday, October 23. The pilot, who served in Northern Ireland, worked from 2004-06 at AV8 Helicopters in Rochester, which runs charter flights across the South East.

Chris Cochrane, managing director of the company, described Mr Smith as a "great bloke". He added: "It's difficult to say anything more as it's really very shocking."

It is thought Mr Smith had been working for a private aviation firm when he died. The

crash also killed Charles Stisted, 47, chief executive of the Guards Polo Club at Windsor and a friend of the Prince of Wales, and Ian Wooldridge, who ran a construction company.

The aircraft was travelling to England from County Tyrone. Mr Smith's wife, Angie, paid tribute to her husband on a social networking site for pilots. She said: "Like most of you I had every faith in his flying ability and still can't understand why this is happening to us."

Friends also left tributes to the father-of-two. One said: "He had a heart of gold and adored his family. He was one of the best pilots I have ever had the privilege of working with."

Police in Northern Ireland are investigating the cause of the crash.



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KENT ON SATURDAY

KENT ON SUNDAY

Now the county has been officially linked with Greater Essex and East Sussex,

THE vice-chancellor of the University of Kent says she hopes the LEP treats it with as much respect as any other business.

Prof Dame Julia Goodfellow attended Monday's launch and pointed out the university is one of the biggest employers in the county.

She said: "We have a track record of being at the heart of regeneration and have strong links with Europe."

GREG Clark has called on the LEP to take up his fight to widen a stretch of the A21 between Tonbridge and Pembury.

The Tunbridge Wells MP has long campaigned for the £125 million scheme, which has now been postponed for at least five years by the Government.

He said: "Joined-up working got the A21 scheme through the bureaucracy on the cusp of approval, and when the money becomes available I want this group to push for it again."

EUROPEAN funding will not be affected by Kent's partnership with Essex and East Sussex.

There were concerns the LEP would not be eligible for cash from Brussels because of the new boundaries, but Greg Clark – the minister for decentralisation – said he could not foresee any problems.

STRIKING firefighters caused KCC leader Paul Carter to be 30 minutes late for the House of Lords launch. Cllr Carter said he was "hijacked" at Old Kent Road by the campaigners against job losses.

LOCAL government minister Greg Clark says the councils involved in the UK's first Local Enterprise Partnership will be better off without millions in central funding.

The new LEP for Kent, Greater Essex and East Sussex was officially launched at the House of Lords on Monday, just days after it was included in a list of 24 approved by communities secretary Eric Pickles and business secretary Vince Cable.

It is seen as one of the successors of the South East England Development Agency (Seed), albeit without the tens of millions of pounds of funding its predecessor received on an annual basis.

The LEP's role will be to work with businesses in the region to drive economic growth and regeneration.

Titbits

However, Mr Clark – the Conservative MP for Tunbridge Wells and minister for decentralisation – said forging stronger links with the private sector was a better option in the long term.

"Regional Development Agencies like Seed were too much about the doling out of public money," he said.

"Proud organisations like ours were looking up and waiting to be fed, when the arrangement shouldn't be about just waiting for titbits. It should be about pooling our collective resources and being free from the idea that the only way an economy can develop is if it receives a worm from the Government."

"One of the first things this LEP will want to do is set up mechanisms so every firm can participate."

The launch of the LEP – hosted by former steel worker and trade unionist Lord Brookman – was attended by politicians and

Powerhouse of ambitions

Minister emphasises scope and scale of 'local' partnership for three counties



BACKING: Tunbridge Wells Tory MP and decentralisation minister Greg Clark, and the communities secretary Eric Pickles

businessmen and women from across all three counties. However, Mr Clark was the only one of Kent's 17 Conservative MPs who took part in the festivities.

Thirteen of the county's Tory army had previously turned their noses up at the plan, saying it made more sense from both a geographic and economic point of view to set up a more local LEP for Kent and Medway.

However, Mr Clark said he believed his colleagues are likely to be more supportive

of the Kent, Essex and East Sussex model now they have seen the scale of the other LEPs that have also been approved.

"There's a degree of ambition that goes beyond the existing arrangements," he said.

"I know as a Kent MP that Kent and Essex already work very well together, but this new LEP allows us to go beyond that."

"I think the issues some of my colleagues raised in the process were before it became clear how innovative and exciting the other ones around the country were going to be."

The Kent, Greater Essex and East Sussex LEP is the largest of all those approved last week, which also include LEPs called Greater Manchester, Liverpool City Region, and even Coast to Capital.

Mr Clark said: "This will be a fantastic opportunity for councils, businesses and universities."

"We are used to thinking of London as being the real economic powerhouse in this part of the world, and while that's true, what's often overlooked is the huge contribution the area just around it also makes to the economy and to the Exchequer."

"This new LEP is more economically powerful than Sheffield and Manchester put together. The whole is so much greater than the sum of its parts."

'We still need government funds'

KENT County Council leader Paul Carter says the new LEP will find it difficult to succeed without some government funding.

While acknowledging the public purse is virtually empty, Cllr Carter, pictured, said such bodies should not be expected to "do the impossible" and that they will be in need of support in addition to the £1.4 billion Regional Growth Fund.

He said: "I find the outlook for the future enormously exciting, but it will require a good partnership with the coalition government to give us the tools – and a little bit of money – to lubricate the move to improve our local economy and create new jobs."

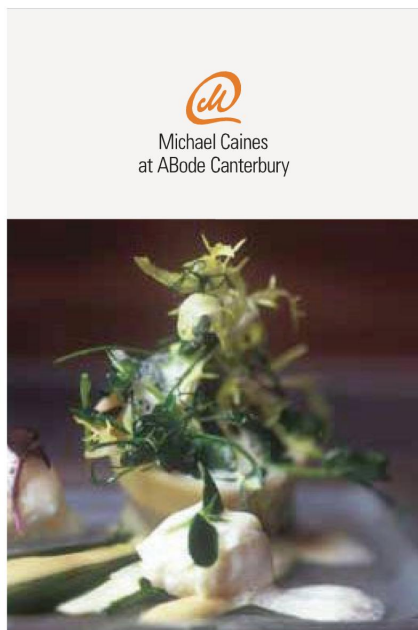
"We need to ask for a little bit of a helping hand because we've been battered and clouted in the Comprehensive Spending Review and we can't do the impossible."

KCC is currently preparing for spending cuts of 26 per cent, with an estimated shortfall of £340m over the next four years.

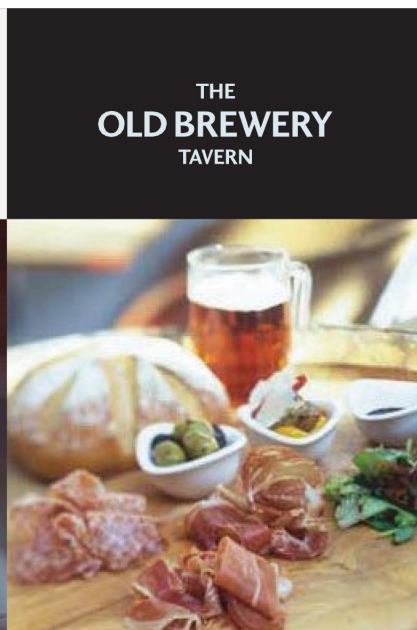
Cllr Carter said he hoped the LEP would not receive less funding than elsewhere due to the misconception that the South East is wealthy.

He said: "We suffer enormous deprivation, particularly in our coastal resorts."

"We expect this new LEP to highlight the fact that we need just as much money as other areas of the country."



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reporter STEVE KNIGHT finds out more about the Local Enterprise Partnership



PLUGGED IN: High-speed broadband for homes and businesses is top of the LEP in-tray

Connectivity is key for future success

ENSURING super-fast broadband for all is one of the key priorities of the new Local Enterprise Partnership.

About half of all small and medium-sized businesses in the South East are based in rural areas, but often suffer due to slow broadband connections or none at all.

According to research by the Commission for Rural Communities, more than a quarter of people who live outside towns and cities do not have basic broadband or can only get it at speeds that disadvantage them.

However, that could all change if the LEP succeeds in its plan to increase coverage across Kent, Essex and East Sussex.

East Sussex County Council leader Cllr Peter Jones said: "We want high-speed broadband across the whole area. If we can obtain

the highest speeds then it's a service we will deliver to every household, business and potential business in the land.

"It is an absolute priority."

The UK currently ranks a lowly 31st out of 66 European countries in terms of internet speed and availability, but the Government is committed to delivering faster speeds to 90 per cent of the country by 2017.

Swale council leader Cllr Andrew Bowles is chairman of the Rural Forum for the South East and is a keen supporter of the campaign to bring super-fast internet speeds to Kent's rural communities.

He said: "If we're really going to allow the business sector to drive this LEP forward then we need equality of broadband in all areas, whether cities, towns or hamlets."

'Out with the old'

SENIOR officials within the new LEP say it will be nothing like the Regional Development Agency it is effectively replacing.

The South East England Development Agency (Seeda) is responsible for the economic and social development of a region that is home to more than eight million people, earning it condemnation from those who believe the catchment area is too large.

It also spends more than £20 million of public money on running costs, and has been criticised for its bureaucracy.

However, the politicians behind the new LEP – which will rely more on private sector cash – say they are better-placed than Seeda to make regional decisions.

Despite being deputy chair of Seeda, East Sussex County Council leader Cllr Peter Jones said he was overjoyed when it was announced the agency must close.

"We are not about to recreate something we rejoiced about being destroyed," he said. "If we even smell a hint of bureaucracy then we will damn well kill it off."

Tunbridge Wells Tory MP Greg Clark – the minister for decentralisation – said the similarities between Kent, Essex and East Sussex made them ideal partners.

These similarities include population sizes, road links and the fact they are all home to coastal towns suffering high levels of deprivation.

Mr Clark said it would be left to LEPs to decide how they wish to tackle common problems, and that high-performing part-



nerships may even have certain aspects of government funding devolved to them.

He said: "It's for the partners to decide how to make the most of it. We in the Government won't micro-manage it. You are responsible to your constituents and shareholders; not government ministers."

In addition to the revival of coastal towns, other early aims set out include backing transport projects like the third Thames crossing, boosting skills, and supporting rural businesses.

However, some in the private sector have voiced concerns the organisation will deteriorate into a "talking shop".

Swale council leader Cllr Andrew Bowles is also vice-chairman of the Thames Gateway Kent Partnership and runs his own farm on the north Kent coast.

He said: "Most of us in the public sector have or still run our own businesses. We've got better things to do than sit in a big talking shop because that will not deliver."

"The district and unitary authorities also have to feel they are fully represented and have a say in how things are run."

Cllr Bowles added: "We need to devolve as much power as possible to the new LEP and we've got to get on and do it now."



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MEDWAY Council leader Rodney Chambers says the new LEP "makes a mockery" of the Government promise to cut interference.

Cllr Chambers had been hoping to set up a Kent and Medway partnership, which also had the backing of several major businesses as well as the majority of the county's Tory MPs.

He said: "This LEP has been forced upon local government. Instead of allowing businesses and councils to form their own partnerships, the communities and business secretaries have intervened to ensure they get the 'super LEP' they want for the area."

• See Opinion on p31 for more reaction from Cllr Chambers.

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Sharing authors' trade secrets

AN AUTHOR is giving away the trade secrets on how to be noticed when you finally decide to write that book you've always dreamed of.

Jane Wenham-Jones said the main thing is simply to get yourself noticed, and that can start long before pen is put to paper.

The writer from Broadstairs went to some famous faces to grill them on how to start a career as a bestselling author, including Joanna Trollope, India Knight, Peter James, Lucy Mangan, Katie Fforde, plus the likes of Richard Madeley and Tracey Emin.

She told KoS: "Would-be writers need to get out there and get noticed, network, meet agents and publishers, and tell the world they are writing. These days unfor-

tunately, it is no longer enough just to write a terrific book, unless you are really lucky."

Wenham-Jones, whose books include *Raising the Roof* and *Perfect Alibis*, said her advice covers networking, getting a publicity photograph taken, and "how to work the room".



The well-known author and journalist regularly appears on radio and TV and is a columnist for *Woman's Weekly Fiction Special*, *BookTime*, as well as being the agony aunt for *Writing Magazine*.

The book launch will be at the Just St James restaurant, in St James's Street, London, at 6pm on Tuesday.

• ***Wannabe a Writer We've Heard Of?* is published by Accent Press, priced £9.99.**

Cole has novel

Best-selling writer talks about latest book at

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

QUEEN of British crime writing Martina Cole is bringing her latest novel to fans at the Folkestone Book Festival.

The bestselling author – who has become an international phenomenon with her grit and at times disturbing insight into the criminal underworld – will introduce her 17th novel, *The Family*, to book lovers at the event next week.

Speaking to KoS ahead of the festival, Cole, who lives in Sevenoaks, said her books were like Marmite.

"People either love them or they hate them," she said.

Sales figures, however, tell a different story, with every one of her novels smashing her own and everyone else's records.

She was also the only fiction writer to knock *Da Vinci Code* author Dan Brown from his number one position on the best-seller lists last year, and in a recent listing of top 10s of all time she was the only author, except for Harry Potter novelist JK Rowling, with more than one book on the list.

"I've always loved books and I love writing, the characters and stories just come to me," she said.

"All my books have a criminal theme. They're written from the criminal aspect rather than from the police point of view and focus around women – my heroines have a few more dilemmas than most though."

"What my books show is the difference between police and criminals."

"Where the police can't always speak to somebody because of lack of evidence, a criminal can kick the door down, like Patrick Kelly in *The Ladykiller*, when his daughter was a victim of a murderer."

"Some people feel that at times victims have no rights, but the person who has done the crime has too many rights. That theme runs in my books."

The 51-year-old's novels focus on criminal depravity, involving shocking violence, abuse, prostitution and drug-taking.

Inspiration

Cole, however, remains tight-lipped about where she gained such knowledge of the criminal underworld, despite admitting to writing the foreword for former gangland boss and Krays rival Eddie Richardson's book *The Last Word*.

She said: "Everyone sees those short pieces in the papers like 'a woman was found dead last night' but you never find out what happened to them."

"I write about what could've happened to them. Everybody can name a serial killer but no-one can name the victims. In my books I'm speaking for the victims."

Cole's books are the most frequently requested in prison libraries, and the most commonly stolen.

Some prisons have banned inmates from reading *Broken*, which graphically tackles the subject of child abuse, in case it upsets those who have been abused.

Two of Cole's books, *Dangerous Lady* and *The Jump*, were adapted for ITV, pulling in

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take on crime

literary festival and why she speaks for victims

Picture: NIKKI CRISP



10 million viewers, and The Take, starring Inception actor Tom Hardy, was screened on Sky1 to widespread critical acclaim in June 2009. The Runaway is due to be shown on Sky1 in spring 2011.

A stage adaptation of Two Women was showcased in February, with plans to do the same with The Graft.

Cole, who grew up in Aveley in Essex, also launched production company 2Queens which created the ITV3 series Martina Cole's Ladykillers, looking at female murderers.

Despite her high-profile and busy career, the mother-of-two started out living in a carpet-less council flat in Tilbury, working three jobs to make ends meet.

After putting her son to bed each night she would write to keep herself entertained and continued writing after getting married in her 20s.

It was not until her 30s, however, that she started working properly on her manuscript Dangerous Lady, which was bought for a record-breaking advance in 1992.

Cole said she was looking forward to the Folkestone Book Festival and had a soft spot for Kent's coastal towns.

"I love Folkestone. It's really up and coming – it's about time," she said. "I hope I'll get a lot of people coming to see me."

For information or tickets to the event go to www.folkestonelitfest.co.uk.

• *Cole will introduce The Family, published by Headline, on Thursday, at 5.45pm, at the Quarterhouse.*

POWERFUL PEN: Author Martina Cole's gritty tales of crime have broken numerous records and been adapted for television

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Not only saved but Dud funny

AUDIO recordings of classic Peter Cook and Dudley Moore TV shows thought to have been lost for ever have emerged, thanks to a 'bootlegging' Kent man, **writes Chris Murphy.**

Decades ago, making recordings from television shows wasn't frowned upon as it is now – and just as well.

Had it not been for Graham Webb, from the Isle of Sheppey, the shows would have vanished into the ether, due to the BBC's policy of wiping master tapes once they had been broadcast.

It was a simple cost-saving exercise in the days before digital copying was cheap and available to all. Mr Webb used a reel-to-reel tape machine to make sound recordings of the show he loved so much, Not Only... But Also, which influenced Monty Python and later the Not The Nine O'clock News team.

The policy of tape wiping meant 14 of the 22 episodes of Not Only... were completely lost – until now. Pete and Dud made three series between 1965 and 1970.

Mr Webb got in touch with a Midlands firm called Kaleidoscope, which has been working to restore and digitise the audio tapes.

One of the scenes is the cult Dagenham Dialogues. The duo, in their trademark cloth caps, debate sex, art, religion and royalty in a typically dry and hard-hitting style.

Charles Norton, of Kaleidoscope said: "These are really worth saving. We are grateful for Graham bringing them to us."

The company was highlighted recently by KoS for its work restoring old Ivor the Engine recordings, made in Kent.

Mr Webb, an artist and writer, had kept his recordings a secret, confiding only in close friends because he was worried about the legality of his taping.

The 63-year-old said: "I thought it was illegal, recording stuff off the BBC."

He moved on to making videos, and the tapes were boxed up and



CAP THAT: Peter Cook, left, and Dudley Moore on television

stored, until now. His trusty reel-to-reel was also no longer available after he moved home.

It was only by a chance visit to the annual British Film Institute's Missing Believed Wiped Festival, at the National Film Theatre on London's South Bank, that he realised he was holding on to audio gold.

Festival co-ordinator Dick Fiddy was amazed at the 13 episodes and said: "A lot is quite verbal. You're not losing a tremendous amount. You know what Pete and Dud look like."

"You can imagine what situation they're in. You can imagine what expressions they're pulling."

TORY MP Helen Grant has secured her second election win – this time helping her border terrier Charlie earn the Westminster Dog of the Year title.

The Maidstone and Weald member's five-year-old pet beat 10 other political pooches to the accolade. Mrs Grant said:

"I'm so proud of Charlie – a canine first among equals. He'll celebrate with a juicy bone. I'm sure constituents in Maidstone will be thrilled that their local dog won the day."

Other contenders included Thanet North Tory MP Roger Gale and his dog Lollie.

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By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

HEROIN addicts have been placed on anthrax alert after the deadly disease claimed the life of one Kent drug-user.

The Health Protection Agency confirmed on Wednesday that the virus had reached the county following an outbreak in Scotland, which since December last year, has resulted in 47 confirmed cases.

It is thought the likely source of the infection was either the heroin itself or a contaminated cutting agent mixed with the Class A drug.

The user who died on Wednesday afternoon was a 37-year-old woman from Maidstone.

Dr Mathi Chandrakumar – director of the Kent Health Protection Unit – said while the disease posed no risk to the wider public, drug users who continue to inject themselves are now in even greater danger.

“This is the fifth case in England so obviously there is contaminated heroin on the market,” he said.

“If you accidentally inhale or ingest anthrax, it is still treatable even though it may cause damage to your lungs and food canal. But if you inject it into your bloodstream there is a serious risk of

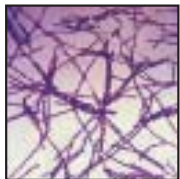
blood poisoning and possibly death.

“Anthrax can also survive in anaerobic conditions – areas of the body that are being deprived of oxygen – which can make it even more dangerous.”

Caused by a microbe that lives in soil, anthrax affects farm animals more often than people, but has been known to affect those involved in the production of leather.

The disease can also be grown in a laboratory for use as a bio-terrorist weapon.

Dr Chandrakumar said Kent Health Protection Unit was working closely with the NHS and Kent Police to monitor the presence of the disease in the county.



DEADLY: Anthrax

Anthrax warning after heroin death

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Sex offender trial

A PAEDOPHILE has been sentenced for possessing more than 100 indecent images of children. David Lyne-Gordon, 57, from Sutton, near Dover, was placed on a sex offender treatment programme and given a three-year community order and sexual offender's prevention order for five years by Canterbury Crown Court.

Lyne-Gordon admitted two counts of possession of indecent images and nine counts of making indecent images of children.

Kent Police received information from Lyne-Gordon's then employer, Eurotunnel, raising concerns about his use of work computers.

Analysis of the equipment found evidence of 115 indecent images.

ASHFORD Borough Council's Tory leader is stepping down due to a head injury.

A council statement said Cllr Paul Bartlett, a 44-year-old chartered accountant, who works for a property investment company in London, was resigning for "personal reasons".

An extraordinary meeting of the full council will take place on Tuesday so deputy leader Cllr Peter Wood can take his place until May, 2011. Last month, Cllr Bartlett was involved in an accident at his home in Sevington, where he suffered a head injury. He spent three weeks in hospital and is not expected to return to work until next year.

Rooney's hotseat

MANCHESTER United and England footballer Wayne Rooney has been selected as the celebrity guy to be torched at Edenbridge's bonfire celebrations on Saturday.

The striker's effigy was unveiled on Wednesday by the Edenbridge Bonfire Society.

Last year's guy was model Katie Price and previous occupants of the hotseat have included Jonathan Ross, Russell Brand, Tony Blair and Gordon Brown. Rooney's recent contract negotiations, during which he questioned the club's ambition, ended in a remarkable U-turn – and a new deal worth £200,000 a week.

People's Port 'doomed to defeat' says Labour

By **STEVE KNIGHT**
and **MATHEW BEECH**
editorial@kosmedia.co.uk

OPPONENTS of the community bid to buy the Port of Dover have written it off as "privatisation by the back door".

Wartime singer Dame Vera Lynn was among the well-wishers last weekend as Dover and Deal Tory MP Charlie Elphicke and the People's Port team launched its £400 million bid to purchase the publicly-owned asset.

She was joined by business representatives – including members from all three major ferry operators – and members of the town, district and county councils.

However, Labour politicians have attacked the idea and accused Mr Elphicke of leading his supporters into defeat.

Thanet Labour leader Cllr Gordon Cowan said: "Mr Elphicke's proposal sounds too good to be true, and it is too good to be true."

"There's no detail about how the proposal will be financed, and what information there is just doesn't stack up."

"Mr Elphicke's 'big idea' will only distract the people of Dover and Deal from fighting the harbour board's proposal to sell the port to the highest bidder."

Dover Labour councillor Mike Eddy said:



MEET AGAIN: Dame Vera Lynn in Dover during the People's Port launch bid

"Asking every man, woman and child in Dover to chip in a tenner will only raise £1 million. The rest – and that's about £399m – will have to come from the banks. Mr

Elphicke is peddling a quack remedy for the nation's premier port."

Dover Harbour Board confirmed its plans for privatisation last January, saying the change would ensure it received the investment necessary to deliver new capacity and meet the long-term needs of customers.

A government document published last year about the nation's assets revealed the Port of Dover was the "furthest advanced" in developing its bid to be independent, with its turnover of £60.8m topping a table of six eligible ports.

In launching the community bid, Mr Elphicke said he hoped the People's Port would become a landmark of Prime Minister David Cameron's Big Society idea.

He added: "The gateway to the nation and the White Cliffs should be forever England."

"We don't want Dover sold off to the French, or whoever. They wouldn't sell Stonehenge, would they? We the people are launching a bid that our community should own and run the port for the community and for the national interest."

P&O chief executive Helen Deeble said: "We support a community takeover. We see it as the best way to secure a positive future for one of the nation's most important economic and transport facilities."

Visit www.peoplesport.org.uk for more information.

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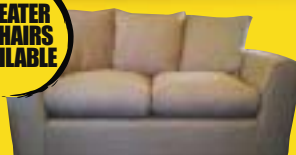
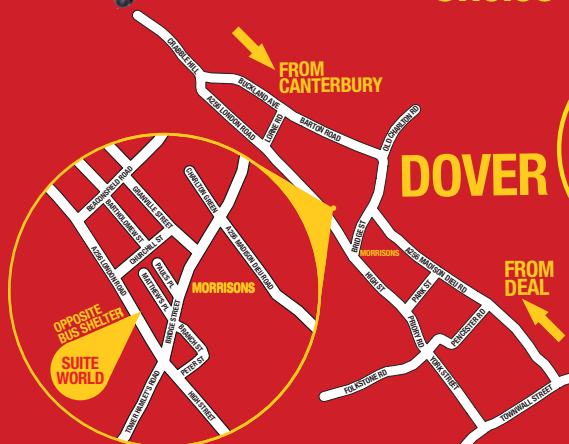
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Teen stab charge

A 14-YEAR-old boy has been charged with grievous bodily harm after another young teenager was stabbed on Whitstable recreation ground earlier this year.

The victim, from Whitstable, also aged 14, was attacked on the recreation ground in Westmeads Road on July 27. He was stabbed in the stomach.

The teenager was charged with the attack is due to appear before magistrates in Canterbury on November 16.

Be safe, be seen

CYCLISTS and pedestrians should rethink their wardrobes and brighten up for the darker evenings, according to Medway Council's Road Safety Team.

Wearing bright coloured, reflective or fluorescent clothes while cycling or walking, is an easy way to make sure road users notice you.

The Road Safety team have a limited amount of Be Bright Be Seen Reflective clips courtesy of the Department for Transport. To claim one contact the team on 01634 333333 or email travel.safety@medway.gov.uk.

Drugs in fridge

MAGISTRATES have fined a Sittingbourne man for possessing amphetamine paste, kept in the fridge while children were in his house.

Samuel Jacobs, 29, of Vincent Road, Sittingbourne, appeared before the town's magistrates on Tuesday, where he admitted possessing the white paste which resembles cheese.

Jenny Yale, prosecuting, said police raided the house after an anonymous tip off.

Jeremy Betts, defending, said the drugs didn't belong to him and had been left in the fridge following a family party.

Jacobs was fined £67, and ordered to pay £85 costs plus £15 victim surcharge.

Communities asked to help save historic buildings at risk

Churches 'could close' as coalition cuts funds

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

THE future of Kent's historic churches is at risk after the Government pulled £9 million of funding from a national preservation charity.

The chief executive of the Churches Conservation Trust, Crispin Truman, warned that unless communities pulled together to help fill the 20 per cent shortfall in grants – £1.5m a year for the next six years – some 16 places of worship in the county would fall into disrepair and close.

The trust looks after 340 of the most significant historic churches in England no longer used for regular service, costing more than £250,000 each.

Mr Truman called on parishes to bring their buildings of worship back into the heart of the community and urged donors to play a greater role in paying for repairs.

"While painful, the cuts must be viewed as a catalyst for greater community-led solutions to save their historic churches," he said. "We are particularly concerned about those in disadvantaged areas."



PRESERVATION: St Mary's, Higham, is one of 16 looked after by the trust in the county

"This is where the charity makes a significant difference, working with local authorities, the voluntary sector and regeneration bodies to provide extra support to these more vulnerable communities so they can keep their historic buildings open and in use."

"Often in rural areas the historic church is the last civic building left in the community."

He said a more enterprising approach needed to be taken to raise money for upkeep, including using them for alternate purposes such as educational centres.

Kent has the most at risk churches in the South East, with 16 looked after by the trust.

Mr Truman said examples of parishes working together to raise funds included St Mary the blessed Virgin in Woodnesborough, near Sandwich, and St James in Cooling, Rochester.

Jan Galbraith, church warden of St Mary, said it is vital communities work together and warned that villages which failed to do so could see their churches close.

"In our village our pub and shop has closed and we don't want to see that happen with the church," she said. "The running costs are very high. Next year we've got our five year repair system bill which is about £70,000."

Mrs Galbraith said: "Communities must pull together or it is likely a lot of smaller churches will close."

"There are people who don't go to church, but want to get married there or have a christening or burial – they've got to help, too."

Mrs Galbraith said from next year churches will not get a refund on VAT for repairs, which currently saves them from five to 12 per cent under the VAT exemption scheme.

It was revealed earlier this year by church restoration company Cross Builders and Kent Police that a spate of lead thefts was putting parishes under financial pressure.

Due to the spate of thefts, insurers were limiting pay-outs and the bills were instead falling on parishioners to cover.

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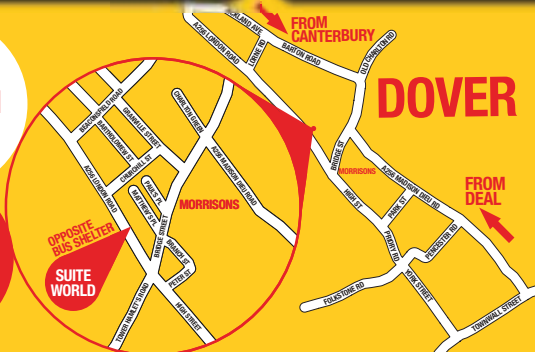
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Gents, wear your 'tache with pride

THE Movember moustache fundraiser is now in full swing, with hundreds of thousands of men across the globe cultivating their wirey whiskers, *writes Simon Robinson.*

Throughout the month, the fully-fledged 'tache troops will attempt to sculpt their top lip turf into popular styles such as the Handlebar, the Selleck and the Gringo, all for the sake of a number of male cancer charities.

I am proud to reveal that I too have loaned my face to the Movember movement and am intent on wearing a Regency-style look. But rather than start from scratch I began the month with a pre-grown 'tache.

Some may call me a charlatan for refusing to abide by official rules, but I think my modification gives those who sponsor me more Mo' for their money.

Anyone wishing to back the 'tache can visit www.justgiving.com/KOSmovember.

• **Simon Robinson is the news editor of our sister newspapers Yourmedway and Yourmaidstone.**

Angels reject hell

HELLS Angels will roll into Rochester Cathedral for the inaugural Bikers' Service.

The Sunday afternoon event, a celebration of biking and remembrance of lost friends, will be attended by bikers from several groups including the Harley Owners Group, White Trash, and the Tsunami Riders Motorcycle Club.

The 3.15pm service will include an address from the Venerable Dr Paul Wright, Bromley and Bexley Archdeacon and, Harley rider.

Prayers will include the Lord's Prayer and a Bikers' Prayer.

Cold case successes win praise from rape victims

By **MARIJKE COX**

marijke.cox@kosmedia.co.uk

TWO rape victims attacked more than 20 years ago in separate ordeals have praised the work of Kent Police's cold case team who brought their attackers to justice.

In both cases the women were just 18 when they were targeted by strangers and raped.

Fiona (name changed) had been walking along Sandgate promenade near Hythe in the early hours of October 20, 1989, when she was approached by a man wearing a balaclava, who raped her.

The case was re-opened in 2009 after samples taken from the victim at the time of the attack were re-examined using new forensic techniques in DNA profiling.

Stanley Daniels, formerly of Blackbull Road, Folkestone, was charged in April with the rape after a DNA match was found.

The 57-year-old, who is already serving nine-years for a separate sex attack, was last week sentenced to six years after pleading guilty at Maidstone Crown Court.

Fiona said that first call from the Cold Case Investigation Team, of the Kent and Essex Serious Crime Directorate, came completely out of the blue.

"It was difficult because obviously it's something you try and suppress," she said. "You



JUSTICE: Stanley Daniels and Paul Dyne were both caught by the cold case team

don't want to live with that so you let everything else fill up your mind."

Fiona, who admitted she had spent the past 21 years looking over her shoulder, said her treatment by the police was different this time compared to 1989 and she had no doubts about following the case through.

"I wouldn't say I was handled callously before, but there was no careful handling," she said. "I felt there was very much an 'oh yeah' attitude to my story."

Fiona said her treatment by the cold case team was careful and compassionate and she praised them for the work they did.

"It's been tough for me leading up to the trial. I can't describe how immense it was when the judge said 'guilty as charged'," she said. "Now I can move on."

Another rape victim also praised the work of Kent's cold case team, after

her attacker was also brought to justice.

Liz (name changed) was raped when she was 18 by Paul Dyne in February, 1986, in Deal after she popped out to buy some milk.

She was dragged to waste ground in Ark Lane, where Dyne raped her.

Due to a DNA match, the 45-year-old was charged and sentenced to eight years after pleading guilty at Maidstone Crown Court in May this year.

Liz told the BBC: "There are probably a lot of women out there just like me who've spent years being afraid, looking over their shoulder."

"Now, the tables seem to have turned because there are offenders out there and they're the ones that are going to be scared right now and they're looking over their shoulder because they're going to be caught."

Det Insp Dave Withers, from the cold case investigation team, said: "Just because something could not be detected 15 or 20 years ago doesn't mean it can't be detected now."

"Nearly all of our cold cases are solved due to advances in forensic science. It is really rewarding when we get a success."

The cold case team brought former customs officer Kelvin Clyde Bennett to justice after he raped a 21-year-old woman three times and threatened to kill her in December, 2000.

The 45-year-old, from Birmingham, was sentenced to 12 years in prison.

It was the first conviction through the cold case team, which was formed in April, 2008, to re-investigate unsolved murders and stranger rapes from the 1960s onwards.

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Trafalgar's eyewitness

A LETTER from a 'common sailor' on board HMS Temeraire at the height of the Battle of Trafalgar has revealed not all the crew were ignorant and uneducated, **writes Chris Murphy.**

Documents of such historic events usually emerge from the hands of senior officers who would have received a formal education.

But a letter home to Ashford from seaman Robert Hope has shattered that image – and now it has gone on display for the first time.

The eyewitness account has been flagged up by Quintin Colville, the curator of naval vessel history at the National Maritime Museum in Greenwich.

He said: "This letter is extremely important for what it is describing. This was a hugely symbolic victory which more or less prepared the way for Britain's naval dominance throughout the 19th century."

"Rather than an officer telling the story from the upper deck, what we have here is Robert Hope, a common sailor, but nonetheless a very educated and articulate one, giving his perspective on events, which is unusual, rare and extremely interesting."

"What makes this letter particularly exciting is it was written only a couple of weeks after the battle. This was a report coming back in a very fresh and immediate sense."

England, of course, expected its sailors to do their duty, and it seems fewer could have been more loyal and dedicated than Robert Hope some 205 years ago. In one line, the 28-



INTO BATTLE: Victory and Temeraire at Trafalgar in a painting by A Masson



BELOW THE SALT: Robert Hope's letter

year-old sailmaker celebrates the Navy's success: "What do you think of us Lads of the Sea now. I think they won't send their fleets out again in a hurry."

The letter was intended for his brother, John, in Ashford. He writes: "Hoping will find you in good health as I bless God I am at present."

Accounts of Nelson's victory at Trafalgar are many, but it's incredibly rare from one so low down the ranks, said Mr Colville.

Sailor Hope described the moment his ship engaged the Spanish four-decker Santissima Trinidad, alongside Nelson's flagship Victory, but was soon caught in a firestorm, and surrounded by French ships.

After joining a gun crew at battle stations, he wrote: "When five more of the enemy's ships came upon us and engage us upon every quarter, for one hour and sixteen minutes, when one struck but being so closely

engaged that we could not take possession of her at that time, two more seemed to be quite satisfied with what they had got so sheered off, but the other two was determined to board us.

"So with that intent, one dropt on our starboard side called the la Fue and the other dropt on our larboard side called the Doubtable, they kept a very hot fire for some time. But we soon cooled them for in the height of the smoke our men from the upper decks boarded them both at the same time, and soon carried the day."

Mr Colville said the language used and accuracy is impressive. There is no mention of Victory, nor of Nelson's death during the battle, but Mr Colville said that is not surprising as such information was rarely transmitted to crews.

Genuine

Hope was still on board, moored off Portsmouth, when he wrote. The letter ends with tender greetings to his sister and father, "... please to let him know that I am arrived in England for I long very much to hear from him".

Mr Colville said: "The family of Hope came to us with this letter. It did cost a considerable amount, but we are more than satisfied it is genuine."

Artist JMW Turner recorded the Fighting Temeraire's last moments in an epic work. After serving as a prison ship, she was towed in 1838 to be broken for scrap. The painting of the ship, now in the National Gallery, was once voted Britain's favourite. Visit www.nmm.ac.uk For more information.



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New firm plugs in

UK POWER Networks, the new electricity distribution firm for the South East, says customers will notice no change to their supply.

The company took over the running of electricity distribution to more than eight million customers across Kent, London and eastern England last week.

It follows the sale by EDF Energy of its distribution networks to UK Power Networks' parent company, Cheung Kong Group (CKG).

Basil Scarsella, CEO of UK Power Networks, said: "Our focus will be on making sure customers get the best possible service."

The company will manage 170,000km of underground cables and overhead lines, and more than 130,000 substations.

THE historic Theatre Royal in Chatham town centre is to be converted into 12 flats.

The partially-demolished 19th century venue will be redeveloped by MHS Homes through a £5 million funding deal with the national regeneration agency HCA. The grant will see 98 affordable homes built across Medway.

MHS Homes' Emma Riddington said: "This is very exciting. We have focused on development opportunities in Medway by utilising land owned by MHS Homes and looking to the local market for further opportunities."

A cool diagnosis

A MESSAGE in a bottle is the new key to a quick diagnosis for patients with long-term illnesses.

The container will be kept in the fridge, storing vital information for emergency services. Their computer system will flag up its presence if the patient dials 999, helping ambulance crews make decisions.

A South East Coast Ambulance Service official said: "This scheme has the potential not only of ensuring we deliver the most appropriate treatment to the patient but may also reduce the necessity to take them to hospital."



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Top Tory was drunk in court when jailed for drink-driving

A THANET councillor has been jailed for four months and disqualified from driving for five years after admitting two counts of drink-driving, *writes*

Florence Tennent.

Ewen Cameron, Tory representative for Bradstowe ward in Broadstairs, was sentenced at Margate court on Monday. Cameron, 52, from Westgate-on-Sea, had admitted the two charges at the same court on October 7.

The first incident occurred on August 20, in a Tesco car park in Broadstairs.

Security staff had alerted police after smelling alcohol on Cameron's breath. A breathalyser test showed 140mg of alcohol in 100ml of breath, four times the legal limit of 35mg in 100ml of breath.

For this offence, Cameron was sentenced to 80 days in prison and banned from driving for three years. He had also admitted a second offence, committed on October 6, while on bail for the first.

Cameron was arrested after staff at the BP petrol station on Canterbury Road, Garlinge, reported to the police that he appeared unsteady when buying fuel and wine just after 9.30am.

His car was stopped in Westgate and Cameron tested positive for 159mg of alcohol in 100ml of breath, more than four-and-a-half times the limit. For this offence, he was imprisoned for 120 days and banned from driving for five years.

He will serve both sentences concurrently.

Detailing why Cameron was to be jailed, chairman of the bench Ian White said: "Firstly, due to the extremely high readings. Secondly, the off-the-scale levels recorded for the second offence were committed while on bail for the first offence.

"Thirdly, the incident in August took place in a busy car park during rush hour, posing a huge danger to the public."

Cameron's wife had requested the trial be delayed as he was not in a fit state to attend court, prompting the magistrates to issue a warrant for his arrest.

However, this was withdrawn when Cameron was collected and the court was satisfied he could understand the case.

When he arrived, Cameron said he did not feel intoxicated, having drunk one-and-a-half glasses of wine three hours before the start of the trial.

Defending, Paul Goldspring said: "Mr Cameron is quite clearly under the influ-

ence. As an alcoholic, you never feel as drunk as you are, but I have no doubt he follows the proceedings.

"He is somebody so entrenched in alcoholism he tells you today he's had one-and-a-half glasses of wine which is clearly untrue.

"Studies have shown alcoholics can be almost entirely intoxicated even if they don't feel the effects. It is constantly in their bloodstream and they are just topping up."

Mr Goldspring portrayed Cameron as a victim of

the credit crunch, describing how his redundancy from a firm of solicitors, and the pressure his marriage was under forced him into depression where he "took to the bottle as a crutch".

Having served his sentence, Cameron will be barred from working in the financial sector.

Cameron was elected Tory representative for Bradstowe in May, 2007, and made 'lead member' for community services, but resigned the party whip following the drink-driving charges.



DEPRESSED: Ewen Cameron

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Stadium central to TV's dog race

MILLIONS of pounds are set to be waged across the world when the most prestigious greyhound race in the sport's calendar comes to Sittingbourne next year.

Sky Sports will be in town on May 4 to carry live coverage of the TV Trophy event and with internet betting sites it will attract fans from around the globe.

Staff at Central Park Stadium called getting the race "a real feather in our caps" as it is usually staged in much larger city-based venues.

A spokesman for the stadium said: "We are really thrilled. For a provincial stadium this a real boost. This trophy is a proper historic race. It used to be called the BBC Trophy and was the only greyhound race to be shown. It is steeped in history. Fans all over the world will be watching."

Promoter Roger Cearn, based at the stadium, was also jubilant at the news.

"I was involved with many a TV Trophy in the (BBC show) Sportsnight days when I was at Wimbledon and we're all delighted to have been asked to be host track next year."

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Festive Shapes Carton 175g **£2.99**

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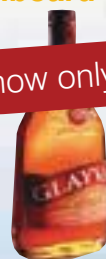


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Top flight evening

PEOPLE can meet the crew, staff and trustees of the Kent Air Ambulance Trust at the annual meeting on Tuesday, November 16.

Chief executive Adrian Bell will present an overview of the last year and the public will be given an explanation of the charity's accounts and be able to ask questions.

The meeting will be at Westerham Golf Club in Valance Park, Brasted Road, Westerham, from 7pm.

Doctors, paramedics, pilots and staff will also be available to talk about the work of the helicopter, which has flown more than 560 missions so far this year.

The meeting will be held two days after a team of crew and staff set off on their first fundraising venture abroad.

Team KAAT is aiming to raise £20,000 by cycling 350km around the Caribbean island of Cuba to mark the charity's 20th anniversary.



COINING IT IN: Both sides of the Edward IV half-ryal, left, and an Edward IV silver groat, the first coin found in the 'Charing haul'

Detector's gold haul

A MYSTERY metal detector who struck gold in a Kent field is in line for some extra cash this Christmas, **writes Chris Murphy.**

After hours of fruitless scanning, one last pass led to him finding a valuable coin just inches under the soil.

It was already late, and the man returned to the same spot in daylight and scooped another nine coins to make up what is now known as the 'Charing hoard'.

The first coin was a single Edward IV silver groat, lying about three inches beneath the surface.

Rarity

It dates from the Yorkist king's second reign, from 1471-83, and is worth up to £200. Five days later, the metal detector was back in the field and this time found nine coins nestling under the ground. One of them was a rare gold half-ryal, alone worth up to £500.

The hoard, found last year, was recorded and released by the British Museum, freeing the way for it to be sold at auction to the highest bidder.

Specialist London coins and medals auctioneer Morton & Eden expects the 10 coins to fetch about £1,500 in a sale on

Thursday, November 11, at Sotheby's. The detector, who has asked not to be named, said: "I'd virtually given up finding anything on that first afternoon."

"But finding the silver groat on the last pass of the day lifted my spirits and I had a feeling I might find more."

"When I showed the first coin to the farmer who owns the land, he said, 'What's the chance of finding another one of these?'."

"He couldn't believe his eyes when I tipped the others into his hand."

The detector said he has to follow all the strict rules surrounding the work.

He said: "I started metal detecting about three years ago, purely as a hobby."

"I always search with permission from the landowner and pass everything I find back to them."

"This find had to be reported to the authorities and the British Museum has recorded it and then returned the coins to me. I shall be splitting the proceeds of the sale with the farmer."



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WIN tickets to see Elvis on Tour – the 75 Special show

IT'S HARD to believe, but Elvis would have been 75 this year.

Now the Elvis on Tour – the 75 Special show featuring the multi-award winning Michael 'Memphis' King, Steve 'Hollywood' Halliday, and their orchestra is coming to Kent.

On stage will be a full evening show featuring the history of Elvis and the atmosphere in America from 1956 onwards.

The show tells the life story of Elvis through music, costume and video footage.

Michael King and Steve Halliday have become globally recognised within the Elvis tribute artist industry and show true professionalism at the highest level. Audiences have marvelled at how they manage to re-create and re-capture the pure energy and power that Elvis himself delivered on stage throughout his career.

The voice, looks, sense of humour and pres-

ence is all there time and time again. This is a must for all serious Elvis fans and music fans everywhere. This show is pure Elvis and pure entertainment.

Elvis on Tour is showing at the Orchard Theatre, Dartford, on Saturday, November 20, at 7.45pm, and we have 10 pairs of tickets to give away.

To enter, simply answer the question below and send your entry on a postcard along with your email address (if applicable), name, address, and daytime telephone number to Elvis Competition, KOS Media, Apple Barn, Smeeth, Ashford, Kent TN25 6SS. The closing date is Monday, November 15, 2010.

Question: How old would Elvis have been this year?

No purchase necessary. For full terms and conditions see www.kentnews.co.uk, or call 01303 817073.

If you do not wish to receive any literature please write 'no literature' on your entry.

Motorists sent a letter of the law

NINETY speeding motorists will be sent warning letters from the police following a day-long operation in Strood.

The over-the-limit drivers were caught in Cuxton Road and Watling Street on Thursday, October 28.

Officers recorded the registration numbers of the speeding cars and will now send letters out advising them of their speed and the risk of being fined if caught in future.

Police also issued eight speeding tickets during a similar operation in Cuxton Road and Bligh Way.

Chief Supt Steve Corbishley said: "These operations help the police and council to tackle those issues that residents tell us are affecting them the most.

"Our job as a partnership is to listen and take action."

Vandalised pier forced to close

THE Prince of Wales Pier in Dover is to close during the winter.

After repeated vandalism, Dover Harbour Board has decided to close the pier overnight between 7pm-8am.

Business will carry on as usual for the café at the end of the pier, which will continue to open during the day at weekends.

The evening closure of the pier will be reviewed in the spring.

A statement from Dover Harbour Board said: "We're sorry we've had to take this necessary step and apologise for any inconvenience this may cause to those who use the pier in the evenings."

Dog was tied up in bag to drown

A TAN terrier bitch was found deliberately drowned in the River Medway on Saturday.

A member of the public spotted the dog and called the RSPCA.

Officers collected the animal, which had been tied up in carrier bag with 'Christmas Next' written on the side and weighed down with bolt cutters.

The body was floating near the Millennium Bridge at Maidstone, near the Archbishop's Palace.

"This was a callous act and the dog was obviously deliberately killed," said Inspector Ray Bailey.

If you have any information, call 0300 123 4999 and ask for Inspector Bailey.

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Good TV reception 'not a right' viewers are told

By **STEVE KNIGHT**

steve.knight@kosmedia.co.uk

TELEVISION viewers in east Kent have been warned the much-heralded digital switchover may not guarantee an end to interference and pixel scramble.

Thanet is one of the worst districts in the UK for poor reception due to its proximity to France, with parts of Canterbury also suffering from white noise affecting what would usually be the strongest terrestrial channels.

Kent's digital switchover will take place in 2012, but the government minister responsible – Ed Vaizey – has warned it may not be the answer to viewers' prayers.

"There is, unfortunately, no absolute right to TV coverage," he said during a Parliamentary debate



NO PROMISES: Interference may continue after the digital switchover

on the subject. "People who live outside the analogue coverage area and want to watch television sometimes have to incur additional costs... getting a specialised aerial or another TV platform, such as satellite.

"Nevertheless, it is obviously common sense that we want as many people as possible to have access to a service which the vast majority of the population enjoys, and Ofcom is doing all it reasonably can to ensure

viewers have access to digital terrestrial TV after switchover."

There are currently 10 television transmitters serving the Meridian region, of which four – Bluebell Hill, Dover, Margate and Tunbridge Wells – are in Kent.

But despite both the Dover and Margate transmitters serving Thanet, some areas of the district – Broadstairs in particular – suffer extremely poor reception on both analogue and digital equipment.

Mr Vaizey added that the only suitable location for a new transmitter would be on the top of Thanet College in Broadstairs, but the college is concerned such equipment might prevent future development of the site.

The debate was secured by South Thanet Tory MP Laura Sandys, her North Thanet colleague Roger Gale was also in attendance.

Ms Sandys said: "We in Thanet no longer want to be left at the end of the line or without a signal."

Rough sleepers on the increase

A CHARITY has claimed Government's target to end street homelessness by 2012 could be over ambitious after the latest count showed rough sleeping is on the up.

Volunteers from Kent-based Porchlight and local authorities counting people sleeping on the county's streets found an increase of almost double since 2008.

Although the latest figures showed there were just 25 homeless people, this year's count only covered nine districts, instead of the full 13 as seen in 2009, when 23 people were found rough sleeping. In 2008, the total was 10.

Mike Barrett, chief executive of Porchlight, said: "Charities such as ours have known the true extent of the problem for years."

New guidelines to evaluate the extent of rough sleeping were introduced last month with a broader definition of who could be included in the counts.

Porchlight, which works to support single, vulnerable homeless people or those at risk of homelessness, carried out the research every year in the county. But now all councils must take part in counts or provide estimated figures to central government.

Housing minister Grant Shapps intro-

duced the changes, stating previous rules had not given a true picture of the scale of the problem. In July, 440 rough sleepers were counted in England on any given night, but when the changes were introduced that rose to 1,247.

Mr Barrett said: "Now that a more accurate picture has been revealed, the 2012 target to end street homelessness in England is looking more than ambitious."

Figures revealed Dover and Shepway had the highest number of rough sleepers, with eight and nine respectively. See www.porchlight.org.uk/changeafuture for details.

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Community Health Showcase - Main Hall

11.00am - 1pm Showcase event for Community Health including stands about our services + Panel 'Question and Answer Session' with senior staff from Community Health

1pm - 1.30pm Break - refreshments

Community Health Board (optional attendance) - Lower Lounge

1.30pm Formal Community Health Board meeting held in public

4.30pm Close of meeting

Copies of the Agenda and papers will be available on our website, please visit www.eckcommunityservices.nhs.uk

For questions relating to the agenda please contact:
Jill Mackenzie
Tel: 01233 667840
Email: jill.mackenzie@eastcoastkent.nhs.uk

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WHATS ON AT THE WINTER GARDENS

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Ben Edwards
Page Suite

Opening Address: 9.00 – 9.20

Lord Michael Howard, Baron Howard of Lympne

Session 1. 9.30 – 10.00

Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

Panel members: Tim Allen, Group Managing Director, MJ Allen
Martin Wragg, Defence Suppliers Service, MOD
Jeff Alexander, Head of External Affairs, South East Region, EEF

Session 2. 10.15 – 10.45

Readying investment... how to catch your dragon

Many people have some great ideas; however, translating then into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

Speakers: Phil Beavan, Portfolio Director, Innovation & Growth Team
Elizabeth Dolding, Partner, Warners Solicitors

Session 3. 11.00 – 11.30

Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

Speaker: Johnnie Jensen, Success Engineer, Tmandi

Session 4. 11.45 – 12.15

Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

Speaker: Dan Maudhub, Managing Director, Wonderful Creative Agency

Session 5. 1.00 – 1.30

Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

Speaker: Simon Brown, HR Transformation Deployment Director, Coca Cola Company

Session 6. 1.45 – 2.15

Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker: Neil Annis, Managing Partner, ThinkGap

FREE ACCESS TO £2,500+ WORTH OF TRAINING

Session 7. 2.30 – 3.00

Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

Speaker: Ben Edwards, Marketing Manager, Page Suite

Session 8. 3.15 – 3.45

The Big Debate – what will be the role of business in the Big Society?

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Panel members: Celia Richardson, Director of Communications, Social Enterprise Coalition
Johnnie Jensen, Success Engineer, Tmandi
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP
Desmond High, Director, EMC Management Consultants Ltd
Roger House, Regional Chair of the Federation of Small Businesses

Speakers' Corner



SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet

search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google.

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation.

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

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www.businessweeklive.co.uk
or just turn up with your
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Why You Should Attend



by **STEVE LOADER**

BUSINESS EDITOR
steve.loader@kosmedia.co.uk

Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at www.businessweeklive.co.uk.

Exhibitor List

Adept IT
ADM Computing
All Health Matters
ARCHANT KOS MEDIA
Asbestos First
Austin Associates
Baybuk
Belmont International
Brachers
Bradbourne House
BT Local Business
Buckmore Park Karting Ltd
Bupa Healthcare
Business Computer Solutions
Business Flow UK
Business Link South East
Business Week
Canterbury City Council
Channel Chamber of Commerce
Charity Bank
Chart Hills Golf Club
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Ecotricity Group Ltd
English from England
Federation of Small Business
Future Creative
GCL
Gradskent
IMM-PR
Innovation & Growth Team
Inspiring Business Performance
Intellectual Property Office
Interactrice
IPS International
Jewelrama Ltd
Judd Associates
KCC - Local Carbon Futures
Kent Business School
Kent Car Craft
Kent Cleaning Solutions
Kent F.A.
Kent Fire & Rescue Service
Kent Invicta Chamber
Kent Office Solutions
Kent Science Park
Kinnarps

KPS Business Services
Leaf Hotels (Ramada Dover)
Lloyds TSB
London Golf Club
M J Allen
Managed Services Centre
Manston Airport
Matt Hopkins Print and Web Design Services
McCabe Ford Williams
Medway Fibre Glass
Medway Safety
Mid Kent College
Natwest
Netsite
Newt Technology Ltd
Oxygen Electric Cargo Scooters
Pagesuite
Peek Consultancy
Platinum Property Services
Press-Up
Principal Corporation Business Solutions
Print Big
PxIPig Studios
Recoop Renewable Energy Ltd
Smart Opportunities
SO Magazine
Stacey Bee
Sustainable Marketing
Swale Skills Centre
Thanet & Dover Chambers
The Kent Foundation (Shared)
The Partnership
Thorley Taverns
Transmanche Enterprise Network
Trax UK
Tudor Park Marriott Hotel
University of Greenwich
Unlimited Potential
Uswitch
Utargeting
Village Hotels
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This is an exclusive show offer to business people attending the event, who can book a 30 minute slot with our MBA team.

Each of our teams will consist of MBA Students, Alumni and Academics, with an extensive range of industry experience in a variety of sectors.

On average, our MBA students have 10 years management and International experience. The session will enable companies to come and discuss ideas, issues and generally brain storm with qualified business experts from all industries and age groups.

Book your future clinic early by emailing s.blanchard@kent.ac.uk



"Is Creativity Good Business?"

45 minute Interactive seminar exploring the role of creativity within business.

Includes 15 Minutes FREE one to one consultation time.

- What are the benefits for organisations that encourage creativity in the work place
- How can creative approaches to thinking and solution finding help develop successful businesses
- Participants will have the opportunity to contribute and assess their own business needs and explore possible bespoke creative training solutions in conjunction with the Future Creative team.

Workshop starts at 10.45am

Book by email: info@future-creative.org or telephone 0845 200 4628



FREE tax advice from your local HM Revenue & Customs Business Support Team!

A dedicated team will be available during the show, to provide tax help and advice to businesses, employers and the self employed. They will be able to help with your questions about Self Assessment, PAYE, Employers returns, National Insurance, and VAT.

Throughout the year, the team also run a regular series of FREE workshops, presentations, and business advice days. Come and find out more about what is being held in your local area.

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Expert HR advice from a Leading HR Consultancy Team

Insight HR can provide you with advice on a range of topics including employment law, operational HR issues, organisational change, TUPE, pay and reward, employee development and corporate strategy. We are also able to provide you with information on retained and outsourced HR support, as well as interim placement and recruitment services.

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Dive into underwater art

By **CHRIS MURPHY**

chris.murphy@kosmedia.co.uk

AN ARTIST with a love for warm waters and a lust to provide staggeringly beautiful underwater seascapes to preserve wildlife has created a submerged wonder.

Jason deCaires Taylor, from Canterbury, has designed and made more than 400 life-sized statues of people he met in Mexico and arranged them on the seabed.

The eerie result can be seen in these remarkable pictures.

It's called the Silent Evolution and we asked Jason, 36, to explain the reasoning behind it.

He said: "It is a monumental underwater sculptural installation located in the transparent waters of the Mexican Caribbean.

"Over 400 permanent life-sized sculptures form a complex reef structure for marine life to colonise and inhabit, alleviating pressure on existing natural reefs.

"The sculptures are located in the National Marine Park of Cancun, Isla Mujeres and Punta Nizuc. Work placing the 400 figures has been completed early.

"It is now one of the largest and most ambitious underwater artificial attractions in the world, occupying an area of over 420

square metres, and with a total weight of over 180 tonnes.

"I would like to thank all the models who patiently stood in their underwear covered in Vaseline and plaster for over an hour, thus requiring trust and bravery."

Jason, who learnt traditional stone carving at Canterbury Cathedral, dedicated this work to his parents Christine and Roy who "have been the bow that fired this arrow".

"I would also like to point out that this installation is by no means over and the second phase is dependant on nature's artists of the sea, to nurture, evolve and apply the patina of life," he said.

The spot chosen for this magnificent work of art could not have been more suitable.

The Cancun Marine Park is one of the most visited stretches of water in the world, with more than 750,000 tourists each year placing immense pressure on its resources.

The artificial reef means the existing reefs have a chance to regenerate and develop.

Jason, who swaps his time between Canterbury and Mexico, said: "Casts for The Silent Evolution were taken from a broad cross-section of society, predominantly Mexican.

"Sculptures range from Rosario, an 85-year-old nun, to Santiago, a three-year-old boy, with various occupations represented, including an accountant, yoga instructor, fisherman, student, acrobat, carpenter and park ranger.

EVOLVING BEAUTY: Jason deCaires Taylor has created 400 statues of people and placed the work underwater. His art will now be adapted and colonised by marine life, as pictured below

"The sculptures will be changed in their appearance over time, as coral grows and marine life establishes itself. Aesthetic control is relinquished to nature in stark physical manifestation of the intellectual message behind the work."

Divers are encouraged to visit the underwater marvel, and glass-bottomed boats will take visitors who prefer to remain dry to the site.

Just getting the statues completed was a work of epic proportions. The 18-month project required 120 tonnes of cement, sand and gravel, 3,800m of fibre-glass, 400kg of silicone, 8,000 miles of red tape, 120 hours working underwater, and \$250,000.

But the work took its toll on those taking part – the team suffered more than 2,500 mosquito bites, tabano bites, fire ant stings, and more than 20 nips from damsel fish.



Pictures: JASON DECAIRES TAYLOR



LETTERS

Here's how to lose the tolls

Marijke Cox's story about the Dartford Crossing struck me as being very wide of the mark and did not address the actual problems (KoS, last week).

We now have a new Government (albeit a coalition) and they promised openness and honesty as their central theme. The Dartford tolls must be removed to honour promises made in the past.

The Dartford crossing has now reached a critical stage. Every day during peak hours the approach roads are virtually at a standstill.

The time has come to take action.

The reason is the requirement for every vehicle to stop at the toll booth to make payment, even those with a DART tag. Before the toll booths can be removed the following roadworks must be carried out:

- The bridge should be two lanes each way, with a permanent central barrier.
- The bridge will then only be used by cars and light vans.
- All HGVs and vehicles other than cars and light vans should use the tunnels.
- The tunnels will have a 50mph speed limit.
- Approach roads should be modified to divert traffic into the tunnels or bridge.

With this work, no vehicle would be required to stop. Cars and light vans can use the bridge and it will be motorway class, having no effect on traffic flow and no reduced speed limit.

All other traffic will use the tunnels and the 50mph limit will have next to no effect, since this class of traffic (HGV and towing vehicles) is limited to 60mph in any case.

The new layout of the Dartford Crossing should be four lanes each way (two on the bridge each way and two in the tunnels each way). The only reason there are multiple lanes at the moment is because of the toll booths. Once the toll has been removed and the above simple modifications have been carried out, then work should begin on building two more tunnels for the future predicted increase in traffic volumes.

The only problem I can see with my scheme is that is too simple and too inexpensive when compared to the proposed completely new crossing lower down between Essex and Kent. So a lot of contractors would lose out on more costly proposals.

John Shepard, Bapchild, Sittingbourne

Rail crossing is an opportunity

The planned third Thames crossing must include rail facilities. The high-speed line through Kent is designed only for fast passenger trains. It is essential for express services to Ashford and other east Kent destinations, and also for international services. Demands on the existing line to St Pancras to meet these needs are set to increase dramatically.

Anybody travelling along the new railway to St Pancras can see the factories, depots and port facilities in east London and Essex that could be served

OPINION: 'SUPER LEP' IS IN A PICKLE

Why is the coalition Government's malleable definition of 'localism' ignoring Kent's historic boundaries, asks Cllr **RODNEY CHAMBERS** of Medway Council

LOCALISM, localism, localism is what counts, communities minister Eric Pickles has told us all. Though he did add, with a wry smile, not necessarily in that order.

Now it seems it isn't the order of these three words that are in doubt – it's their meaning.

In fact, it appears localism has failed at its first hurdle, if the recent announcement on local enterprise partnerships (LEPs) is anything to go by.

While LEPs might not sound very exciting, the Government has great expectations that they will "radically reshape the way business and government interact at the local level".

If that is right, it will have far-reaching implications for decision making on infrastructure, housing and enterprise. During the summer, Mr Pickles, along with business secretary Vince Cable, called upon businesses and local authorities to seize the initiative and create their own local partnerships.

That is why we in Medway asked for one to be based around the historic county of Kent – called the Kent and Medway bid. To me, that sounds pretty local.

And it was a bid supported by the majority of MPs in Kent, as well as many businesses and council leaders.

Even though Mr Pickles has said "I won't stand in your way" and "I will trust local government to deliver", he didn't like what he was hearing about a Kent and Medway LEP.

In fact, he intervened at a very late stage to ensure plans for an alternative LEP for Kent and Essex were realised. Then later on, only a couple of weeks ago, East Sussex was suddenly included.

This so-called 'Super LEP' which is the largest to be given the go-ahead by the Government, will have a combined population of 3.9 million.

That is equal to Berlin, bigger than Madrid or Rome, and more than Paris, Lyon and Marseilles added together.

The geographic area of these three counties is roughly a third the size of Belgium, more than the land taken up by Luxembourg and about a

quarter the size of Holland. Is this really what we were promised by the localism agenda? Because in reality, this sounds more like a return to regionalism than the promised local solutions decided by local communities.

A Kent, Essex and East Sussex LEP could include 34 councils and thousands of businesses. Far too large to allow proper decision-making and unlikely to benefit the interests of Medway.

This LEP has been forced on local government by the communities and business secretaries, despite opposition from local authorities and businesses across Kent.

This makes a mockery of Mr Pickles' statement that local government should not be told what to do by Whitehall.

Recently, he said "if local politicians want to change the way government operates, their council should pick up the phone" to his department.

So it's surprising he hasn't found time to meet with Medway before this announcement, even though we have made numerous attempts to arrange such a meeting. The Kent, Essex and East Sussex LEP is also at odds with what Mr Pickles has agreed elsewhere in the country.

In the North East there were calls to retain the regional structure, but Mr

Pickles thought that might be too regional. Never mind that the North East regional development agency covers a population of about 2.5 million – nearly 1.5 million smaller than the super LEP he has agreed for our area.

It seems ministers only want to allow localism to thrive if it fits what they want. This was something we all hoped had ended with the previous government. However, they have disregarded so much about Kent and Medway. Mainly that this is not an artificial region – it is a stable, organic, historic county with a natural economy.

With a population of 1.6 million – already larger than any UK city except London – it would be large enough to negotiate with Whitehall, but small enough to address local issues.

In the spirit of localism, I would ask both ministers to think again about their decree for one Local Enterprise Partnership for Kent, Essex and East Sussex. But before they do, they might want to check to see what localism really means.



Our coastline really is one of the best

KENT'S coastal towns are all too often weighed down by the stigma of boarded-up shops, empty beaches and cultural decline.

But while that may be the case in some parts of the county, there are still others setting an excellent example by their ability to attract visitors from far and wide.

It is therefore nice to see their efforts recognised with the Kent coast being named by leading travel book Frommer's as one of the world's top tourist destinations.

For those Kent residents who have lived in the county all their lives, it can be easy to forget just how beautiful certain parts of it really are.

The Frommer's guide talks about its long stretches of clean, sandy beaches and "bustling seaside towns" – highlighting the area between Whitstable and Ramsgate – as well as Heme Bay's colourful beach huts and the popular resort of Broadstairs.

Such high praise may come as a surprise to some in Kent, which begs the question as to how much, or little, we appreciate the county we live in.

In addition to its beautiful coastline, Kent is also home to a wealth of idyllic rural locations, castles, stately homes and other attractions that make it one of the most popular visitor destinations in the UK.

So the next time you complain about the place, just remember – parts of it are right up there with the best of them.

Unforgettable day of FA Cup action

NOT since 1963 has there been a bigger weekend for Kent football.

No less than five of the county's teams made it to the first round proper of the FA Cup, perhaps signalling better times ahead for Kent's mostly non-league make-up.

But no matter how Saturday's fixtures turn out, at least the supporters of the teams involved will take away memories that will last a lifetime.

by additional tracks suitable for international freight trains.

Transshipment north of the Thames, rather than in northern France or Belgium, would greatly reduce problems on Kent's crowded roads. An additional new railway could also provide extra capacity for commuter trains from north Kent and the Medway towns, particularly if in due course it could be extended through Chatham Maritime. Experience has already demonstrated that the high-speed line is not the best way to provide such services.

Most of the money for a new Thames rail crossing will have to come from private sources. Such investment would enable the freight industry to diversify from road haulage, which will become increasingly uncompetitive compared with rail freight in other countries.

Train fares in Kent are higher than anywhere in the world. However, if these charges must be inflicted, the proceeds of increased ticket prices should at least go towards the new rail line I am suggesting. To regain

prosperity, the UK will need exports that will almost inevitably be transported through Kent. The timescales involved in building a new railway are such that there is a national, as well as regional, imperative to start planning now if the UK is to take advantage when the world recovers.

Frederic Stansfield, Canterbury

'Silent service' remembered

On November 11, we will be remembering all those who lost their lives in defence of this country. With the emphasis on our forces in the Middle East in the present day, we must honour these brave individuals with all our hearts.

Gravesend has a long connection with the sea. It is a heritage town with a tradition of being involved with and serving the river and the oceans beyond. I would like to put the case for focusing the town's attention on the Merchant Navy, dubbed the silent service because they were not acknowledged for

many years. In the next week, let's put this right. The Merchant Navy was, in the main, made up of civilians, yet they actively put themselves in danger by continually manning the ships to bring urgently needed supplies to Britain.

They often worked in appalling conditions, menaced by U-boats and in severe weather, sometimes with only one military escort to guard 30 merchant ships.

On the September 3, 1939, 250 miles west of Ireland, the Athenia, carrying 1,300-plus passengers and crew was torpedoed by the Nazi submarine U-30. Most on board were rescued, but 128 were lost, including 35 crew. She was our first casualty of the war. The Merchant Navy also braved the Arctic convoys when to be sunk meant certain death. Indeed, the death toll for Arctic convoys alone from 1941-45 was in excess of 3,000. History will always tell of great battles and military deeds, and rightly so, but we should not forget the Merchant Navy that got the combatants there and supplied their needs. We helped make victory possible, but sometimes paid a terrible price.

Records show the Merchant Navy

lost more than 30,000 men in World War Two. Please remember them.

PB Torres, Gravesend

Banks owe us a tax favour

I know we are in difficult economic times, but there is one easy decision that could spare a lot of the tough ones. A tax on the banks could raise £20 billion in the UK to help those hit by the financial crisis in this country and around the world.

For every cut I hear the Government announce I keep asking: could a tax on the banks have paid for that? This situation started in the financial sector and we spent £1.4 trillion bailing them out. We are all paying for a party we weren't quite invited to. I want to see my MP and leaders start fighting for a tax that would make Robin Hood proud.

Victoria Floyd, Canterbury



BIRTHS, MARRIAGES AND DEATHS

Including family announcements in partnership with the Kent registration service

To register Births, Marriages and Deaths contact the Kent registration service on 0845 824 7400
For advertising announcement enquiries telephone Kent on Sunday on 01303 817150

BIRTHS

AKUFFO-KELLY

Abena and Christopher are delighted to announce the arrival of Mya Ama on 15th October 2010.

BRUTY

Wendy and Mark of Cliffsend, Ramsgate, are delighted to announce the birth of their son Louie Mark Bruty, born on 25th September 2010 at QEQM weighing 8lb 2oz. Brother for Sienna.

COOK

Katie and Paul are proud to announce the birth of their beautiful daughter Grace Tina Cook, born on 22nd October 2010 at 8:50am at Pembury Hospital.

FRIEND

Andrew and Andrea Friend celebrate the birth of their daughter Grace Maureen on 21st October 2010 weighing 7lb 14oz. You are the miracle who we will love and treasure forever.

GEDGE

Big sisters, Poppy and Lucia are proud to announce the birth of Lexie Erin, born on 22nd October 2010, weighing 7lbs 8oz.

KOKONDA

Pavan and Swapna are delighted to announce the birth of their beautiful precious daughter Sudiksha Ramya Kokonda, who was born at 3.17am on 19th October 2010.

MANKELOW/GORHAM

Kevin and Amanda are delighted to announce the birth of their daughter Emily Grace, born on 13th October 2010 at the QEQM hospital Margate weighing 8lb 9oz.

McLEISH

Bronte Ellen born on 19th October 2010 weighing 6lbs 15.5oz. Daughter to Nicola and Danny and sister to Connal.

PAICE

Diane and Leigh celebrate the birth of their son Louie James Paice on 26th September 2010 weighing 8lbs 10oz.

PENNA

Diane and Luke Penna celebrate the birth of their son Henry Jago Penna on 16th October 2010 weighing 8lbs 5oz.

RAMSDEN

Dean and Lucy would like to announce the birth of their beautiful daughter Lois Eve Ramsden, born on the 18th October 2010. You have made us very proud x.

TEZER

Theresa and Zeki Tezer would like to announce the birth of their daughter Leyla-Maria Clementina Tezer on 18th October 2010.

VAUGHAN

James and Anna are pleased to announce the arrival of their son Charlie Vaughan, born on Monday, 18th October 2010. We would like to thank all the brilliant staff at the Singleton Unit at the William Harvey Hospital.

DEATHS

BRIDGER

Cecil Francis Bridger died peacefully on 25th October 2010. Funeral service at Eltham Crematorium at 11:45 on Wednesday 17th November.

DALTON

Tarrence John, passed away suddenly on Tuesday 26th October. Beyond the gate you will find happiness and rest, and there is comfort in the thought that you will remain close to us.

McLEAN

In loving memory of David Elvery McLean, passed away on 28th October 2010. A dearly loved father, grandfather and brother. We will always remember you.

RAYFIELD

Glenis Margaret Rayfield sadly passed away on 29th October 2010 aged 66. Dearly loved by husband Barry, children, Jason, Nathan, Nicola, and Guy and grandchildren. Always in our hearts and thoughts. You were one in a million.

RENNIE

Daphne Rennie of Ramsgate passed away on 26th October 2010. Enquiries to H R Palmer Funeral Directors 01843 592720. To live in the hearts of those left behind is to live forever.

SMITH

Wilhelm Smith (retired Thanet Consultant Physician) passed away at the QEQM Hospital on 28th October 2010, aged 76. He will be sadly missed by his wife June, daughters Jeanne, Beverley and Michelle, brother Dallas, nine grandchildren and his many dear friends and relatives. Funeral service at Garlinge Methodist Church, 11am on Monday 8th November, followed by burial at Minster Cemetery. Family flowers only please but donations if wished to the Salvation Army, c/o Gore Brothers, Margate.

STAPELEY

In remembrance of Jeffery Stapeley who sadly passed away on 30th October 2010. A wonderful father and grandfather who will be very sadly missed.

WHITE

The family are saddened to announce the death of Roderick Leslie White. Rod passed away suddenly on Friday 22nd October 2010. Rod was a much loved Father, Brother and Grandfather and will be very sadly missed.

Our fruit heritage worth conserving

I read with interest your story headlined 'Orchards crisis a risk to Garden of England title' (October 24).

As fruit sommelier for Sainsbury's, conserving Britain's orchards and encouraging shoppers to enjoy British apples and pears is of huge importance.

Through Sainsbury's work with its concept orchards, we work with growers to ensure orchard land is protected and preserved for growing Britain's favourite fruit for years to come. Under this scheme, orchard yields have increased from 20 tonnes per hectare to 60 tonnes. Furthermore, as a nation we are producing 36 per cent of all apples sold in the UK, a figure which has increased progressively from 24 per cent in 2003.

We are constantly working closely with our growers to introduce non-British varieties to UK soil – meaning we are less reliant on imports. Our recent offering of the new Delsanne pear (created in France, but now being grown in new orchards in the UK exclusively for Sainsbury's) is a prime example. Five years ago it would have been impossible to imagine growing British Braeburns, but we've proved we can do it.

It's also worth noting that sales of the Sainsbury's Best of British apple bag – a selection of different varieties – are up almost 50 per cent on last year, showing that we are investing in British fruit more than ever before. My message to readers is to seek out home-grown fruit and buy seasonally – the only real way to protect our orchards for future generations.

Dr Theresa Huxley, Sainsbury's

'Open and honest', just like the last lot

Is it any wonder that Labour – even with their recent dreadful history – have gone ahead of the Conservatives in the polls?

We now have David Cameron doing exactly the same as Tony Blair and Gordon Brown, with lies and broken promises. People are fed up with politicians who promise to be open and honest, only to find it is more of the same.

As I remember, Mr Cameron was going to repeal the Human Rights Act but that also seems to have been quietly dropped. The trouble with these so-called clever people in Government is that they take the electorate for fools.

We need a party that puts our country above the needs of anything else. If we had a party in power like that we would not be in the mess we are in.

Unfortunately, Mr Cameron and his party are proving on a daily basis that they are not the ones to do this.

RE Tucker, Sheerness

Private sector can fill the RDA void

There have been cries of dismay over Vince Cable's admission that the new local enterprise partnerships (LEPs) will not receive funding to enable them to access the Government's £1.4 billion regional growth fund.

However, critics should pause to think before rushing to the conclusion that this will inhibit access to finance for small businesses.

Earlier this year, regional development agencies (RDAs) were abolished partly because they ate up £2bn per year, or 13 per cent of the investment that they managed, in admin costs. Funding for the LEPs would only serve to reinstate the RDA system, if perhaps on a smaller scale.

What seems to be at fault here, is the fundamental process by which regional businesses are expected to apply for Government funding, by demonstrating how well their plans fit into a cumbersome sub-regional policy master plan. To anyone who isn't immersed in policy-speak, it borders on madness for the Government to fund bodies so

that they can afford to apply for more Government funds. Instead, communication, referrals, bid preparation and evaluation should really all be taken up by private sector organisations and advisers on the ground, who are trusted by businesses and do not require funding. Accountants, for instance, are well placed to signpost businesses to the fund and provide support to applicants.

If there are still concerns that more disadvantaged regions may lose out, the Government should simply agree on a given percentage of the £1.4bn to be allocated to each region. The growth of small businesses will be vital to the recovery of the economy and Government money must be allocated where it will help them the most, not poured into a bureaucratic black hole.

Manos Schizas, policy adviser, Association of Chartered Certified Accountants

Keeping the supply of blood flowing

NHS Blood and Transplant would like to thank everyone who took time to donate during the third Daniel De-Gale Blood Donation Week.

Hundreds of donors turned out across the country to support the event, held in memory of the African Caribbean Leukaemia Trust charity spearhead Daniel De-Gale who survived leukaemia, but unfortunately died, aged 21, in 2008 due to other complications. Thanks to all our committed donors, and those recruited by the ACLT to donate for the first time, together we were able to boost blood stocks and helped raise awareness of the importance of blood donation within black and mixed-race communities.

However, we still need donors to give blood over the coming weeks. As winter approaches blood stocks tend to dip due to people not donating because of seasonal illnesses.

We're asking people to keep their appointments and if they do need to change them, call us on 0300 123 23 23 to rearrange.

NHSBT would like to thank all donors for their ongoing commitment, without whom, many thousands of lives would be lost each year.

Jon Latham, NHS Blood and Transplant

Connecting young with community

New research published by the Prince's Trust reveals that one in three young people do not feel part of their community.

Sadly, our report shows that one in five feels isolated most of the time and one in 10 feels like an outcast.

The fact that so many young people feel separated from those around them is a tragedy. Being part of a community and interacting with a mix of people is a crucial part of a young person's development.

In the South East, the Prince's Trust team programme is helping disadvantaged young people connect with their communities and build key workplace skills. The course helps young people break the cycle of poverty and unemployment, with more than three in four moving into work, education or training.

It also gives them a chance to feel a part of their community through voluntary projects – from renovating care homes for older people to creating sensory gardens for disabled children.

Since the programme was launched 20 years ago, young people have contributed an incredible 15 million hours of voluntary work to their communities across the country, including in the South East. The estimated value of this to society is almost £70 million – a staggering sum and worth celebrating.

The Prince's Trust has launched Make a Change Week to celebrate the efforts of young people in the South East and across the country. To join us and pledge your support, visit www.princes-trust.org.uk/20.

Rosemary Watt-Wyness, South East regional director, Prince's Trust

CONTINUED FROM PAGE 31

Who is really the victim of terror?

Regarding your story headlined 'Police bring end to animal extremists' reign of terror', one has to examine why people have been driven to such lengths to attempt to close Huntingdon Life Science laboratories (HLS).

HLS is Europe's largest animal testing lab. A major part of their work involves testing chemicals and household products such as food sweeteners and insecticides. These procedures are not harmless tests on animals, but extremely painful and sickening experiments on cats, dogs, primates and other defenceless creatures, often with no anaesthetic.

This wretched place was first exposed in 1981 when an undercover investigator revealed animals with open sores, cowering with fear in cages covered in blood, vomit and diarrhoea.

In 1997, Channel 4 filmed workers punching beagles in the face. In 2004, The Observer newspaper exposed HLS for gassing beagle dogs to test a CFC chemical which was banned 15 years before.

And in 2008, HLS was exposed again when monkeys were shipped for up to 70 hours from Vietnam. The experiments on them are too distressing to detail here.

If pets were treated in the street as are these unfortunate animals, there would be a public outcry. But animal experiments are protected by the Official Secrets Act.

Only undercover investigations have revealed the horrific mistreatment of these living, sentient beings. Many drugs tested on animals have had disastrous effects on humans, the most notorious being the morning sickness drug Thalidomide which caused babies to be born deformed. There are

humane and far more efficient methods of testing products and medicines without resorting to using living animals, such as cell and tissue cultures and stem cell research.

When years of peaceful protest are ignored by successive governments who protect the profits of multinationals and the pharmaceutical industry, is it any wonder that people who care desperately about the deliberately inflicted suffering of animals take matters further and, like the suffragettes and the abolitionists of slavery, are willing to give up their liberty to effect change.

Vivien Clifford, Deal

Child benefit limit is fairest method

While I fully agree with the comment regarding any household with a total income of £44,000 not receiving child benefit (Carole Russell, last week), I cannot see how only paying benefit for the first child would prevent people who never work from having large families.

If the benefit system remains as it is, people who never work would have what they lose in child benefit made up with increased alternative benefits.

I believe what the Government is doing is fair. Responsible people only have the number of children they can afford and definitely do not have more if for some unforeseen reason they are forced to live on benefits.

Also, why is it assumed that capping housing benefit will force people out of their homes?

Only a court can enforce an eviction and I believe the scenario will actually force landlords to accept lower rents rather than voids.

Valerie Mitchell, Larkfield

Reader Holidays

KOS 45



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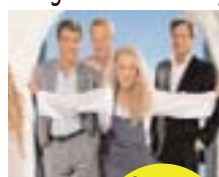
Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
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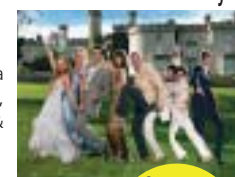
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Wheelie successful

A UNIVERSITY of Greenwich student has been named as the South and South Eastern Young Entrepreneur of the Year.

Charmaine Kemp, who graduated with an honours degree in business studies and marketing in 2008, was commended at the Shell Live Wire awards ceremony in London.

Dragons' Den judge Duncan Bannatyne was among a group of experts at the event.

Ms Kemp, 28, from Dartford, won the young entrepreneur of the year award for her Wheelie Good Mobility scheme which sees mobility scooters and power chairs refurbished and sold at reduced prices.

Trio plug in for EDF

A FORMER fisherman, a travel agent and an electrician have all been selected to be trainee engineers with EDF Energy Networks.

James Doughty, 34, from Ramsgate, who worked as a fisherman for eight years, Graeme Johnston, 24, a domestic electrician from Ramsgate, and former travel agent Ben Shakespeare, 22, from Dartford, are among 11 trainees on the course.

They saw off hundreds to gain their places on the company's Engineering Development Programme (EDP), which will equip them with the skills necessary to become engineers.

They will also attend London South Bank University to do a foundation degree in power distribution.

AN ARTS and animation student has been commended at the annual Canterbury Anifest.

The Canterbury City Council-run event, which looks to get people involved in the art of animation, saw University for the Creative Arts student David Keefe scoop the Audience Award.

His film, *An Audience With*, also finished runner-up in the best film category, which was judged by Bafta-nominated filmmakers.

YES, students can have help with careers

STUDENTS are being given a helping hand in preparing for their future by a new careers scheme.

The Your Employability Skills (YES) initiative at Canterbury Christ Church University gears students up for their first steps into the competitive jobs market by helping them develop their skills.

Workshops and activities, including CV writing and interview techniques, as well as sessions focusing on networking, time management and negotiation are available for students at the university.

Development

The scheme aims to highlight the importance of developing the skills for a future career.

Geoff Haworth, director of student support and guidance at the university, said: "We are committed to supporting and developing our students to ensure they are able to compete at the highest levels.

"The YES initiative further supports the university's employability strategy, which highlights the importance of developing employability skills as students venture into an increasingly challenging job market."

The official launch of the scheme saw guest speakers from a range of industries explaining

to students the current trends in employment and what to expect in the workplace.

Drop-in sessions were then provided to deal with quick queries about employability and careers.

A volunteering fair was held in conjunction with the launch, which brought together hundreds of students and local volunteering organisations.

Last year, students at Canterbury Christ Church University volunteered 8,500 hours of their time to give something back to the community for free and gain experience.

The university encourages students to look into volunteering projects.

Employers interested in working with the university and students to promote and enhance employability can email Rebecca Douglas, employability advisor, at rebecca.douglas@canterbury.ac.uk or call 01227 782937.

Students interested in studying at Canterbury Christ Church, which has campuses in Canterbury, Broadstairs, Medway and Folkestone, should visit the website at www.canterbury.ac.uk, call 01227 767700, or for a prospectus call 01227 782900.

By **MARLIKE COX**

marlike.cox@kosmedia.co.uk



BOOK IN: Author Michelle Evans and social work lecturer Andrew Whittaker

Book to raise our awareness

A NEW book promoting a greater understanding of people with sensory needs has been released.

Sensory Awareness and Social Work, written by former London South Bank University student Michelle Evans, from Whitstable, and her senior social work lecturer, Andrew Whittaker, is believed to be one of the first practical works on the subject published in the UK.

The book was designed as a reference for social work students, but it can also be used for people working with sensory issues, including deafness and blindness, in a health or social care job.

Ms Evans, who is joining London South Bank University as a senior lecturer in mental health and learning difficulties, said she was inspired to write the book while researching her final year dissertation.

She said: "Often sensory needs go unnoticed or people are unsure how to deal with the issues. That was why I created the book, so social workers would be aware of sensory needs from the start of their training."

Sensory Awareness and Social Work is available at www.learningmatters.co.uk.



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- All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
- All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
- Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All passwords and security supplied to the advertiser by KOS Media (Publishing) Ltd in relation to the use of the posting of material via the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.
- KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.
- Copyright and licenses for voice-over/music/photography or film for advertising promotions or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.
- Where shrinkage of an advertisement occurs for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements, which remain full pages even after shrinkage.
- KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another advertiser.
- A guarantee of insertion cannot be given and the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owners for that advertising.
- No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
- Claims for any error or inaccuracy in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.
- KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.
- KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim damages for any potential vesicles action by the advertiser.
- Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.
- A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard effective media advertising rate card (July 2008-June 2009) will be recalculated and adjusted accordingly in line with KOS Media's standard rate card (effective July 2008-June 2009) and the advertiser's commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). All discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any other advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.
- Seasonal contracts, Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.
- All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.
- The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd. Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-overs or non-copyright free music, it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
- Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
- Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
- All credit accounts due for payment shall be notified to the Advertiser by the 30th day following the date of the invoice. Time to be of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.
 - In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.
 - In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
 - Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the media owner shall be entitled to the Advertiser to the date of cessation shall fall due for immediate payment.
 - The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
 - Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
- Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
- Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
- All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
- The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owner or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
- An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.
- Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

Apple Barn, Hythe Road, Smethth, Ashford, Kent TN25 6SR
Tel 01303 817040 Fax 01303 817004
Email: info@kosmedia.co.uk



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PURCHASING AND STOCK CONTROL PERSON

We are currently looking to recruit a Purchasing and Stock Control Processor here at our busy factory in Ramsgate.

The successful candidate would need to have good communication and I.T skills, work accurately at all times, be able to meet deadlines and work well as part of a team.

Previous experience desirable but not essential. Starting salary from around £14,000 dependant on experience.

Please apply to Ray Kemp, Piper Double Glazing Limited,
140 Newington Road, Ramsgate, Kent, CT12 6PP
or e-mail ray.kemp@piperwindows.co.uk.

Closing date for applications is
Friday 12 November 2010, no agencies.
We are an Equal Opportunities Employer.



SALES PERSON

required to work in small but busy office

Must be computer literate and have confidence with telesales.

You will need to be enthusiastic and happy to carry out a range of tasks.

You will be working along side a sales team.

The position is full time and you maybe required to work away for one week per year.

Please send CV to: Alan Deacon

HCP Ltd, Mountfield House, Mountfield Ind. Estate
New Romney, Kent. TN28 8LH
Or e-mail sales@hcp-ltd.com

Be the first in line to receive the latest top Kent jobs

The Secret Jungle Project

The Secret Jungle is an innovative new project based at Northdown Park, Margate offering an outdoor play space designed around the needs and wishes of disabled children, but where non-disabled children can also play.

Senior Project Development Worker

£26,309 - £29,969 pa

Ref: S01962/KOS

To manage The Secret Jungle project and to develop and deliver play programmes using The Secret Jungle. You'll have a relevant degree level qualification; substantial experience working with children and young people, including disabled children; experience working collaboratively in a multi-stakeholder environment; a sound understanding of the social model of disability, and of inclusive play. Regular evening and weekend work and regular travelling will be required.

Administration Assistant

£14,074 - £16,032 pa pro rata

16 hours per week

Ref: S01963/KOS

To provide efficient and well-ordered administrative services to The Secret Jungle project. You'll be an experienced Administrator with good interpersonal skills and a sound knowledge of MS Office. The post requires occasional unsocial hours including weekends and some travel to attend meetings.

For further information or an informal discussion on the roles, please contact Ivan O'Reilly on 01227 741748.

As well as a strong commitment to your development, we offer generous holidays, contributory stakeholder pensions, childcare vouchers and flexible working.

To apply, please visit
www.playyourpart.co.uk

or call us on 0121 362 8618 quoting the relevant reference number.

Closing date for both posts:
24th November 2010.

Interview date:
w/c 6th December 2010.

All our recruitment documents are available in alternative formats. Please note CVs will not be accepted.

The Children's Society wants to create a society where children are valued, respected and happy. We are committed to helping disadvantaged and vulnerable young people, including children in care, or those who have run away. We give a voice to disabled children so their needs are met in ways suited to them. Through our work, young carers find time away from their responsibilities, and young refugees have a chance to rebuild their lives in new communities.

Children are at the heart of all we do, and we want to build a better childhood for every child.

Charity Registration No. 221124.



LOTTERY FUNDED



We strive to be an equal opportunities employer



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www.childrensociety.org.uk

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KOSMEDIA

Telephone: 01303 817040

Fax: 01303 817004

Email: appointments@kosmedia.co.uk

Online: www.jobsforkent.co.uk

Receptionist/Telephonist

required for January 2011 at
The Maplesden Noakes School.

Two days per week during term time
8.00 a.m. to 4.15 p.m.

The ability to work additional hours during some
school closure periods would be an advantage.
A good level of IT skills will be required.

Applications are invited by letter to Mrs. Sheila
Gerry, Administration Manager, Maplesden Noakes
School, Buckland Road, Maidstone ME16 0TJ
enclosing an up to date CV and the names and
addresses of two referees. Tel : 01622 656270.
Closing date for applications: Monday, 8th November 2010.

This post is subject to an Enhanced CRB Disclosure.

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SECOND DEPUTY HEAD OF CARE FULL TIME

**SALARY £27,202 PLUS £1,621 WEEKEND ALLOWANCE
SCALE KS9 POINT 29. PERMANENT 52 WEEK POST
INCLUDING ALTERNATE WEEKEND WORKING**

A second Deputy Head of Care required to work at this special school for
children aged 11-19 with autism and associated learning difficulties, reporting to
the Senior Care Team. Previous employment within a school or social care
setting is essential, with relevant leadership/management experience. NVQ
Level 4 qualification is desirable, but not essential as training will be provided.

A proportion of the working week is to be spent in direct care work/pupil
support to an average of 75%. The post holder must be skilled in working with
children and young people who present complex challenging behaviour. The
successful applicant will have a track record of proactive approaches to
behaviour management and will be required to manage the schools extended
year provision, which will involve working outside of term time. Some holiday
entitlement can be taken during term time by arrangement with Headteacher
or Head of Care.

Stone Bay School is committed to the safeguarding and promotion of the
welfare of children and employees are required to have an enhanced CRB
disclosure. KCC final-salary pension scheme membership available.

Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to
Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application
form.

Closing date for applications is Friday 12th November 2010.

Kent County Council is an equal opportunities employer.



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Turner Contemporary

Schools Officer circa £25k
**Full time, fixed term contract,
ends March 2012**

Designed by David Chipperfield Architects, Turner Contemporary is an
exciting new art gallery opening in Margate in spring 2011.

We are seeking an ambitious, creative and highly motivated individual to
manage a world-class, innovative and sustainable Schools Programme.

To find out more and apply for the post go to
www.turnercontemporary.org

Closing date for applications:

Friday 12 November

Interviews will be held on

Monday 29 November

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and we'll email you
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Accountancy

Taxation Trainee

Canterbury Salary TBC
Burgess Hodgson is a leading firm of Chartered Accountants and business advisors in the South East. The practice has developed a strong reputation for training, developing individuals across a range of disciplines. We are looking for a trainee to join our busy tax department and become an important part of the Burgess Hodgson team. Applicants should have good A Levels or be educated to degree level. They will be expected to learn both on the job and through official examinations, leading to an industry-recognised qualification. Salary is commensurate with experience. Closing date is 5th November 2010. Please apply in writing with CV to: Barry Ryan, Burgess Hodgson, Camburgh House 27 New Dover Road, Canterbury, CT1 3DN Or by email to: barry.ryan@burgesshodgson.co.uk
To apply/more information: Burgess Hodgson Chartered Accountants applications@jobsforkent.co.uk
Quoting Job Ref: kos

SENIOR PAYROLL/ACCOUNTS ASSISTANT

Broadstairs Salary Dependant on Qualifications
SENIOR PAYROLL/ACCOUNTS ASSISTANT A vacancy has arisen for a Senior Payroll/Accounts Assistant within the Finance department, to work approximately 30 hours per week. The role will encompass a wide range of accounting and payroll duties, including PAYE, year-end payroll returns, P11D, VAT and account reconciliations. The ideal candidate will have extensive accounts and payroll experience and be numerate and computer literate. Salary dependent on qualifications and experience. Please send applications including current CV to Ms J Boraston, Finance Director, at the address below or email to joannab@blazenon.com. Closing date Friday 12th November. Blaze Neon Limited, 5 Patricia Way, Pysons Road, Broadstairs, Kent. CT10 2XZ 01843 601075.
To apply/more information: Blaze Neon Ltd sarahw@blazenon.com
Quoting Job Ref: kos

Administration, Secretarial, PA

PA to Directors

West Kent Salary c£22,000
A rare opportunity has opened up with a prestigious company to suit a PA with established experience of working at board support level. Applicants must have an advanced level of Word and Excel with at least intermediate level of PowerPoint and excellent accuracy. The tasks include traditional secretarial supporting board and senior managers, plus extensive travel and accommodation organisation, fleet car management and supervision of a small support team.
To apply/more information: Interpersonnel jfk@interpersonnel.ltd.uk
Quoting Job Ref: 1707

Receptionist

Tunbridge Wells Salary c£16,000 according to experience Our client is looking for a well presented

receptionist with excellent communication skills. Carrying out the reception based duties you will also order company stationery, handle travel arrangements for management, be responsible for ordering refreshments for the board meetings and add-hoc administration. Proven experience in a similar role is essential. Due to location own car is essential. Start date early November.

To apply/more information: Interpersonnel jfk@interpersonnel.ltd.uk
Quoting Job Ref: 1708

Welfare Assistant

Gravesend Salary £14,099.00 - £15,984.00
WELFARE ASSISTANT 33.33 hours per week for 39 weeks per year Kent Salary Scheme 3: Pts 7-11 - £14,099.00 - £15,984.00 per annum Pro rata to £10,716.71 - £12,149.50 pa plus SEN Allowance of £1,169 pa if you are, or have recently been, working with physically disabled students this post may be for you. The post holder is required to support our PD students with their learning and welfare needs in order to maximise their levels of achievement and independence. You will be required to undertake moving and handling training. Experience is essential. Further details and application forms may be obtained from our HR Manager by email at k.allen@thamesview.kent.sch.uk or by telephone 01474 566552 ext 8081120. Closing date: 1st November 2010 Interviews: 8th November 2010 CVs without an application form will not be accepted. Appointments to this post is subject to a criminal background check via the disclosure procedure. Thamesview School operates a non-smoking policy Thong Lane, Gravesend, Kent DA12 4LF Tel: 01474 566552 Fax: 01474 537405 e: school@thamesview.kent.sch.uk www.thamesview.kent.sch.uk
To apply/more information: Thamesview School applications@jobsforkent.co.uk
Quoting Job Ref: KOS

Receptionist/Telephonist

Maidstone Salary TBC
Required for January 2011 at The Maplesden Noakes School. Two days per week during term time 8.00 a.m. to 4.15 p.m. The ability to work additional hours during some school closure periods would be an advantage. A good level of IT skills will be required. Applications are invited by letter to Mrs. Sheila Gerry, Administration Manager, Maplesden Noakes School, Buckland Road, Maidstone ME16 0TJ enclosing an up to date CV and the names and addresses of two referees. Tel: 01622 556270. Closing date for applications: Monday, 8th November 2010. This post is subject to an Enhanced CRB Disclosure.
To apply/more information: Maplesden Noakes Secondary School gerry.s@maplesden.kent.sch.uk
Quoting Job Ref: KOS

Administrator

Folkestone Salary TBC
DMS family run Cleaning and Repairs Company are looking for a motivated confident person to work within their office, based near Folkestone. Experience in customer services and taking repair bookings. Must be computer

literate. Knowledge of Quick Books system an advantage. 4 days per week, Monday - Friday 9-5. For further information please contact Fiona on 01303 248828 or email: fiona@dmspropertymaintenance.co.uk
To apply/more information: DMS applications@jobsforkent.co.uk
Quoting Job Ref: kos

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To advertise in this section or online
01303 817040

Marketing, Sales and Communication

Canterbury Salary 14k (starting salary)
Hours of Work: 31 hours Monday and Thurs 6.30am-12.30pm, 2pm-6.30pm Tues 1.30pm - 6.30pm Wed 2pm-7pm MOTIVATED & READY We are looking for someone who has an ability to communicate confidently with members of the public with a level of service that exceeds expectation. This role is office based within the health and wellness sector and also includes community based events for promotions. Only apply if you are interested in personal growth, development and a career. Whilst the role has a base salary depending on your demonstrative skills, there is huge potential for bonuses for any applicant. That is why you have to be the kind of person who enjoys having goals and helping people get well and stay well. If you love success, you are eager to help people and want to make a difference, please apply immediately or send your CV to: Dr Tracy Harley, The Wellness Practice, 30 Whitstable Road, Blean, Canterbury, CT2 9EB.
To apply/more information: Canterbury Health Practice monique@canterburyhealthpractice.co.uk
Quoting Job Ref: 2010-02

Administrator and PA to Doctor

Canterbury Salary 14k
Working hours are: 24 hours Monday 2pm - 6.30pm Tuesday 1.30pm - 4.00pm Wednesday 2pm - 7pm Thursday 6.30am 12.30pm Friday 6.30am-12.30pm Are you looking for a change in direction or looking to take a new route with your skills? An opportunity has arisen within a rapidly expanding, exceptional health centre. The position is extremely sought after and is available immediately. We require minimum qualifications of 5 GCSE's Grade C and above (must include English and Mathematics), basic computer skills are preferable and some experience in a similar role although full training will be given. • Hard working and motivated • Enthusiastic and committed • Organised and efficient • Works well within a team • Thrives on self improvement and success If you consider yourself to be confident and outgoing and you have what it takes to make this role your own, please apply in writing with your CV to: Dr Tracy Harley, The Wellness Practice Ltd, 30 Whitstable Road, Blean nr Canterbury, Kent CT2 9EB.

To apply/more information: Canterbury Health Practice monique@canterburyhealthpractice.co.uk
Quoting Job Ref: PA Aug10

Receptionist / Customer Service

Canterbury Salary 14k
Working hours are: 32 hours Mon - Fri: 6.30am - 12.30pm Tues 1.30pm-3.30pm Can you ... provide excellent service "Walt Disney style"? Are you: • Hard working and motivated • Enthusiastic and committed • Organised and efficient • Work well solo as well as be part of a team • Thrive on self improvement and success? Then we have the job for you! We require minimum qualifications of 5 GCSE's Grade C and above (must include English and Mathematics), basic computer skills are preferable and some experience in a similar post although full training will be given. If you think you have what we are looking for and consider yourself to be confident and outgoing, please apply in writing with your CV to: Dr Tracy Harley, The Wellness Practice Ltd, 30 Whitstable Road, Blean nr Canterbury, Kent CT2 9EB.
To apply/more information: Canterbury Health Practice monique@canterburyhealthpractice.co.uk
Quoting Job Ref: Rec Aug10

Administrator/ Business Support

Folkestone Salary TBC
Part time Administrator/Business Support Person Folkestone based (Shearway Business Park) Management Consultancy seeks part time administrator/business support person to work 8-12 days per month on a flexible basis. Main tasks will be to provide marketing and operations support. Must have good organisational and computer skills and be a self starter. Position available immediately. Please send CV to Robert Steam at email: r.steam@erauk.net
To apply/more information: Expense Reduction Analysts r.steam@erauk.net
Quoting Job Ref:

Helpdesk Analyst

Sittingbourne Salary £16,000 to £20,000 pa
Helpdesk Analyst Vacancy Sittingbourne, Kent St Regis Paper Company is the largest manufacturer and recycler of paper in the UK. We currently have a vacancy for a Helpdesk Analyst, based at our Divisional Head Quarters in Sittingbourne, Kent. The main duties of the post will involve: receiving and logging incoming calls, diagnosing and resolving faults remotely, ensuring calls are satisfactorily resolved within acceptable timescales, producing management reports on Helpdesk statistics and assisting with documentation of Helpdesk procedures and tasks. The ideal candidate will possess; excellent customer service skills, a professional telephone manner with an outgoing personality, an appetite to learn new skills and resolve customer's problems. Although not essential, previous experience in a customer facing role would be desirable. Systems to be supported include; Windows operating systems, AS400 operations and bespoke applications, Lotus Notes, Microsoft products and a Helpdesk system. Whilst experience of these systems would be distinct advantage training will be given to the

right candidate. Salary range depending on experience £16 - 20,000 pa Closing date for application strictly 18th November 2010 Successful applicants only will be contacted to attend a 1st interview after week commencing 22nd November 2010. Apply in writing with current CV to: Ms Kerry Lillico, St Regis Paper Co Ltd IT Dept, Unit 2 Oaklands Court, Tiverton Way, Tiverton, Devon, EX16 6TG.
To apply/more information: St Regis Paper Company Ltd vanessa.griggs@stregis.co.uk
Quoting Job Ref: kos

Part Time Sales Coordinator

Maidstone outskirts Salary c£8,000
An exciting opportunity to join our well established client on a part time basis. As first point of contact for customers you will provide an excellent telephone manner, provide quotations, process orders, chase outstanding enquiries and resolve complaints. A job share based on a shift rota pattern, working hours are Wednesdays 12.30pm - 5.30pm, Thursdays 7.30am - 4pm/9am - 5.30pm, Fridays 7.30am - 4pm/9am - 5.30 pm and Saturdays 7.30am - 11am. Saturdays are based on 1 in every 8 but you will need to be flexible to cover for holidays. You will possess at least 2 years previous customer service experience with selling and negotiation skills, have 100% accuracy and be a strong team player. Please only apply if you are able to work the hours, these can not be changed. Due to location, own transport is essential.
To apply/more information: Interpersonnel jfk@interpersonnel.ltd.uk
Quoting Job Ref: 1711

Catering, Hospitality

Cook

Dover Salary TBC
Riverlea House, River Require Cook for alternative weekends and relief cover Please contact Mandie Johnstone on 01303 82393.
To apply/more information: Select Healthcare - Victoria Lodge riverlea@btconnect.com
Quoting Job Ref:

Chef's

Tunbridge Wells Salary TBC
CHEF'S required Senior Chef de Partie level at The Beacon 1.5miles from Tunbridge Wells. Call Scott on 01892 524252.
To apply/more information: Beacon (The) beaconhotel@btopenworld.com
Quoting Job Ref: kos

Bakery Manager

Whitstable Salary £16,000 - £25,000 pa
Bakery Manager For small wholesale bakery in Whitstable. Salary 16-25K, health insurance, profit share. Experience in food manufacture, bakery, IT skills and an interest in organic food required. For more information, Tel 01227 771 881 or email: mail@artisanbread-abo.co.uk Our website: breadonline.co.uk
To apply/more information: Artisan Bread Organic mail@artisanbread-abo.co.uk
Quoting Job Ref: kos

Child Care

RESIDENTIAL CHILD CARE OFFICERS
Broadstairs

Salary £14,957 - £16,440
RESIDENTIAL CHILD CARE OFFICERS - FULL TIME 37 HOURS PER WEEK INCLUDING WEEKEND AND SCHOOL HOLIDAY WORKING. FIXED TERM CONTRACT SALARY SCALE KS3 POINTS 7 - 11 DEPENDING ON EXPERIENCE AND QUALIFICATIONS. £14,957 - £16,440 INCLUDES WEEKEND ALLOWANCE. Carers required to work at this special school for children aged 11-19 with autism and associated learning difficulties. Previous experience within a school or care setting is desirable. NVQ Level 3 qualification is desirable, but not essential. The hours will be on a split-shift system i.e. 7.30 am - 9.15 am and 3.30 pm - 10.30 pm on the same day. There are two weekend shifts 7.30am - 3.15 pm and 2.45 pm - 10.30 pm but these times will vary during holiday periods. Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available. Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form. Closing date for applications is Friday 5th November 2010. Kent County Council is an equal opportunities employer.
To apply/more information: Stone Bay School office@stone-bay.kent.sch.uk
Quoting Job Ref: kos

Foster Carers

Kent Salary TBC
Integrated Services Programme (ISP) is an independent, not-for-profit childcare organisation providing foster care to children with a wide range of emotional and behavioural needs. We have Centres in Kent, London, Bucks and Sussex. We were judged Outstanding; in our latest Ofsted inspections. ISP looks after children from many different ethnic and cultural backgrounds including white UK, African, African-Caribbean, Asian and dual heritage. We are keen to recruit carers from similar cultural backgrounds. In addition, we are currently experiencing a high demand to look after: children with various disabilities, children who are involved in the criminal justice system and ‘parent & child; placed together. IF YOU HAVE: life experience the ability to work with children or young people and parents the ability to rise to the challenge of fostering patience, determination and a sense of humour no children under the age of 8 a spare bedroom a career change in mind ISP WOULD LIKE TO HEAR FROM YOU We offer full training, 24 hour support and a professional fee of up to £770 a week for specific placements.
To apply/more information: ISP Childcare fostering.team@ispchildcare.org.uk
Quoting Job Ref:

Construction, Architecture, Surveyors

Cavity Wall Technician

Pembury Salary Basic + excellent bonus scheme
Cosywall Insulation, Pembury require Cavity Wall Technician to operate in Tunbridge Wells and surrounding areas of Kent, Sussex and Surrey. Good customer skills and proven

practical ability desirable. Basic + excellent bonus scheme, depending on experience. Apply by tel. 01892 825757 or e-mailing cv to jo@skinnerandreeves.com. This position is permanent and offered by the Insulation division of Skinner & Reeves, established for over 50 years.
To apply/more information: Skinner & Reeves john@skinnerandreeves.com
Quoting Job Ref: kos

Domestic Insulation Surveyor

Pembury Salary £20,000 + commission
Cosywall Insulation, Pembury require Domestic Insulation Surveyor who will be required to convert generated leads and carry out technical property surveys to evaluate the existing levels of insulation and advise on grants available. Basic £20,000 + commission covering Kent, Sussex and Surrey. Surveying equipment is provided but own car is required. Apply by tel. 01892 825757 or e-mailing cv to john@skinnerandreeves.com The position is permanent and offered by the Insulation division of Skinner & Reeves, established for over 50 years.
To apply/more information: Skinner & Reeves john@skinnerandreeves.com
Quoting Job Ref: kos

Customer Service, Call Centre

Administrator

Folkestone Salary TBC
ADMINISTRATOR DMS family run Cleaning and Repairs Company are looking for a motivated confident person to work within their office, based near Folkestone. Experience in customer services and taking repair bookings. Must be computer literate. Knowledge of Quick Books system an advantage. 4 days per week, Monday - Friday 9-5 For further information please contact Fiona on 01303 248828 or email: fiona@dmspropertymaintenance.co.uk
To apply/more information: DMS applications@jobsforkent.co.uk
Quoting Job Ref: kos

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To advertise in this section or online

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Receptionist / Customer Service

Canterbury Salary 14k
Working hours are: 32 hours Mon - Fri: 6.30am - 12.30pm Tues 1.30pm-3.30pm Can you ... provide excellent service "Walt Disney style"? Are you: • Hard working and motivated • Enthusiastic and committed • Organised and efficient • Work well solo as well as be part of a team • Thrive on self improvement and success? Then we have the job for you! We require minimum qualifications of 5 GCSE's Grade C and above (must include English and

Mathematics), basic computer skills are preferable and some experience in a similar post although full training will be given. If you think you have what we are looking for and consider yourself to be confident and outgoing, please apply in writing with your CV to: Dr Tracy Harley, The Wellness Practice Ltd, 30 Whitstable Road, Blean nr Canterbury, Kent CT2 9EB.
To apply/more information: Canterbury Health Practice monique@canterburyhealthpractice.co.uk
Quoting Job Ref: Rec Aug10

Helpdesk Analyst

Sittingbourne Salary £16,000 to £20,000 pa
Part Time Sales Coordinator Maidstone outskirts Salary c£8,000 An exciting opportunity to join our well established client on a part time basis. As first point of contact for customers you will provide an excellent telephone manner, provide quotations, process orders, chase outstanding enquiries and resolve complaints. A job share based on a shift rota pattern, working hours are Wednesdays 12.30pm - 5.30pm, Thursdays 7.30am - 4pm/9am - 5.30pm, Fridays 7.30am - 4pm/9am - 5.30 pm and Saturdays 7.30am - 11am. Saturdays are based on 1 in every 8 but you will need to be flexible to cover for holidays. You will possess at least 2 years previous customer service experience with selling and negotiation skills, have 100% accuracy and be a strong team player. Please only apply if you are able to work the hours, these can not be changed. Due to location, own transport is essential.
To apply/more information: Interpersonnel jfk@interpersonnel.ltd.uk
Quoting Job Ref: 1711

Education, Teacher, School

RESIDENTIAL CHILD CARE OFFICERS

Broadstairs Salary £14,957 - £16,440
RESIDENTIAL CHILD CARE OFFICERS - FULL TIME 37 HOURS PER WEEK INCLUDING WEEKEND AND SCHOOL HOLIDAY WORKING. FIXED TERM CONTRACT SALARY SCALE KS3 POINTS 7 - 11 DEPENDING ON EXPERIENCE AND QUALIFICATIONS. £14,957 - £16,440 INCLUDES WEEKEND ALLOWANCE. Carers required to work at this special school for children aged 11-19 with autism and associated learning difficulties. Previous experience within a school or care setting is desirable. NVQ Level 3 qualification is desirable, but not essential. The hours will be on a split-shift system i.e. 7.30 am - 9.15 am and 3.30 pm - 10.30 pm on the same day. There are two weekend shifts 7.30am - 3.15 pm and 2.45 pm - 10.30 pm but these times will vary during holiday periods. Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available. Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form. Closing date for applications is Friday 5th November 2010. Kent County Council is an equal opportunities employer.
To apply/more information: Stone Bay School office@stone-bay.kent.sch.uk
Quoting Job Ref: kos



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SECOND DEPUTY HEAD OF CARE

Broadstairs
Salary £27,202
SECOND DEPUTY HEAD OF CAREFULL TIMESALARY £27,202 PLUS £1,621 WEEKEND ALLOWANCESCALE K99 POINT 29. PERMANENT 52 WEEK POSTINCLUDING ALTERNATE WEEKEND WORKINGA second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQLevel 4 qualification is desirable, but not essential as training will be provided. A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care. Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available. Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form. Closing date for applications is Friday 12th November 2010. Kent County Council is an equal opportunities employer.
To apply/more information: Stone Bay School office@stone-bay.kent.sch.uk Quoting Job Ref: kos

Early Morning Cleaner

Rochester
Salary Negotiable
Part-time to work in a busy, friendly school. Immediate start subject to checks. Please email for application form recruitment@rochester-college.org Previous applicants need not apply. Closing date 5th November 2010. Rochester College, Star Hill, Rochester, Kent, ME1 1XF.
To apply/more information: Rochester Independent College applications@kosmedia.co.uk Quoting Job Ref: kos

Engineering, Manufacturing, Utilities

Area Electrical Technician

Maidstone and Tunbridge Wells
Salary circa. £25,000
Get you Career moving Area Electrical Technician - Maidstone & Tunbridge Wells circa. £25,000, use of Company vehicle Arriva's UK Bus division is part of Arriva plc, one of Europe's leading transport services organisations. We are one of the biggest bus operators within the UK, employing around 17,000 people and running over 7,000 buses. Due to staff retirement, we are looking to recruit a qualified PCV/HGV Skilled Electrician to work between our Maidstone

and Tunbridge Wells depots, reporting directly to the Engineering Manager. The primary responsibility of the role is the maintenance of a varied fleet, comprising 131 vehicles including double decks and midi-buses. The ideal candidate will possess excellent diagnostic skills and be a good communicator, as an emphasis on team working will be paramount. A solid understanding of Department for Transport/VOSA maintenance standards will also be essential. Applicants will occasionally be required to work unsupervised in maintaining our vehicles to the highest standard of safety and quality. A company van will be provided for business use between the two sites. A competitive salary is on offer along with all the other benefits of working for Europe's largest transport company. Personal qualities should include: Flexible approach to hours of work, based on 38 hours per week, working three 8 hour days and two 7 hour days per week. Self-motivated. Good communication skills, verbal and written. Team-worker. Awareness and adherence to all health and safety matters. Car licence essential, PCV licence holders preferred, although training will be provided for Non-PCV licence holders. To apply, please send your CV and a covering letter to: Mr David Gadsby, Engineering Manager, Arriva Southern Counties Limited, Invicta House, Armstrong Road, Maidstone, Kent, ME15 6TX or email: gadsbyd.sc@arriva.co.uk Arriva is committed to diversity. If you're good you're welcome. arrivabus.co.uk
To apply/more information: Arriva Southern Counties phillips.sc@arriva.co.uk Quoting Job Ref:

Estate Agency, Property

Cavity Wall Technician

Pembury
Salary Basic + excellent bonus scheme
Cosywall Insulation, Pembury require Cavity Wall Technician to operate in Tunbridge Wells and surrounding areas of Kent, Sussex and Surrey. Good customer skills and proven practical ability desirable. Basic + excellent bonus scheme, depending on experience. Apply by tel. 01892 825757 or e-mailing cv to jo@skinnerandreeves.com This position is permanent and offered by the Insulation division of Skinner & Reeves, established for over 50 years.
To apply/more information: Skinner & Reeves john@skinnerandreeves.com Quoting Job Ref: kos

Domestic Insulation Surveyor

Pembury
Salary £20,000 + commission
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To apply/more information: Skinner & Reeves john@skinnerandreeves.com Quoting Job Ref: kos

Health & Beauty

Experienced Stylist & Apprentices

Folkestone
Salary TBC
Keith Graham Hairdressing Requires experienced stylists and apprentices at their Folkestone salon. Please call Sarah on 01303 257795.
To apply/more information: Keith Graham Academy applications@jobsforkent.co.uk Quoting Job Ref: kos

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HR, Recruitment

SENIOR PAYROLL/ACCOUNTS ASSISTANT

Broadstairs
Salary Dependent on Qualifications
SENIOR PAYROLL/ACCOUNTS ASSISTANT A vacancy has arisen for a Senior Payroll/Accounts Assistant within the Finance department, to work approximately 30 hours per week. The role will encompass a wide range of accounting and payroll duties, including PAYE, year-end payroll returns, P11D's, VAT and account reconciliations. The ideal candidate will have extensive accounts and payroll experience and be numerate and computer literate. Salary dependent on qualifications and experience. Please send applications including current CV to Ms J Boraston, Finance Director, at the address below or email to joanabb@blazeneon.com. Closing date Friday 12th November. Blaze Neon Limited 5 Patricia Way Pysons Road Broadstairs Kent. CT10 2XZ 01843 601075.
To apply/more information: Blaze Neon Ltd sarahw@blazeneon.com Quoting Job Ref: kos

Information Tech, Internet, Telecoms

Folding Operators

Ashford
Salary TBC
Salary will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com Quoting Job Ref: kos

Litho Printer

Ashford
Salary TBC
Experienced Litho Printer to operate Heidelberg SM102 (temporary position) Salary will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com Quoting Job Ref:

Studio Mac Operator

Ashford
Salary TBC
Studio Mac Operator: preparing artwork for litho and flexo plates, preparing artwork for digital presses and creating PDF proofs for customer review. A good eye for detail is essential. Experience with litho and flexo printing is preferred although training could be given to the successful applicant. Experience with PCs and Macs is essential. Salary will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com Quoting Job Ref: kos

Leisure, Tourism, Travel

RECEPTION MANAGER

Dover
Salary Negotiable depending upon experience
Position: RECEPTION MANAGER Reference: TB/0610/dm Salary: Negotiable depending upon experience Location: Dover Marina Hotel Start: As soon as possible Leaf hotels are currently looking to recruit a RECEPTION MANAGER to assist in the running of their most recent acquisition, the 80 bedroom Dover Marina Hotel which is located in the heart of Dover's prestigious marina area. The Dover Marina Hotel is at present being extensively renovated and refurbished and is due to open in the last week in November initially as a 3 star hotel but with the aim of becoming a 4 star hotel at the next QIT assessment. Leaf hotels are eager to recruit a capable and experienced career driven professional to join their progressive team. The successful candidate will report to the Dover Marina Hotel, General Manager and will be responsible for reception, reservations and the night team. The duties will involve • Maintenance of 3rd Party Websites • Setting, training and maintaining all Reception standards, procedures and practices. • Managing and rostering a team of reception and night staff to cover a 24 hour operation • In cooperation with the Group Revenue Manager securing maximum room yield from activity. • Contributing to the recruitment, selection and training of departmental staff. • Controlling and managing the

direct billing and aged debtors function. • Carrying out regular Duty Management shifts with responsibility for The Hotel whilst on Duty. • Managing the Group Reservation system Contact: General Manager Email: david@ramadadover.co.uk Address: Dover Marina Hotel, Dover Waterfront, Dover, Kent CT17 9BP.
To apply/more information: Ramada Hotel Dover gm@ramadadover.co.uk Quoting Job Ref: TB/0610/dm

Full Time Sales Consultants

Farnborough
Salary TBC
Experienced FULL TIME SALES CONSULTANTS required for our Farnborough office to join our busy call centre You will be familiar with dynamic packaging and have a good customer service and willing to work flexible hours. Fleetway Travel are fully ABTA, IATA, ATOL. The current opening hours are: 14.30-23.00 Monday-Thursday, 12.30-21.00 Friday and Saturday and 13.30-22.00 Sunday. Bank Holidays 12.30-21.00. For information please email hr@fleetway.com or call Jo-Anne Robinson on 0844 571 5672.
To apply/more information: Fleetway Travel hr@fleetway.com Quoting Job Ref: kos

Santas

Bluweater
Salary HO HO HO!
Seeking all Santas If you have a jolly personality, heaps of Christmas Spirit and a good rapport with children then we want you! To work in our Christmas Grotto at Bluewater Shopping Centre and Royal Victoria Place in Tunbridge Wells. We supply full costume including beard and belly if required, comprehensive training and a fun working environment. Full or Part Time hours available. You will either need to hold a CRB check no older than 12 months or be willing for us to apply for one on your behalf. Positions for Elves and Grotto Supervisors also available. Apply online: www.dreamtimeevents.com or contact us on: Tel: 01727 767258 E-Mail: office@dreamtimeevents.com
To apply/more information: Dreamtime Events office@dreamtimeevents.com Quoting Job Ref: kos

Santas

Tunbridge Wells
Salary TBC HO HO HO!
Seeking all Santas If you have a jolly personality, heaps of Christmas Spirit and a good rapport with children then we want you! To work in our Christmas Grotto at Bluewater Shopping Centre and Royal Victoria Place in Tunbridge Wells. We supply full costume including beard and belly if required, comprehensive training and a fun working environment. Full or Part Time hours available. You will either need to hold a CRB check no older than 12 months or be willing for us to apply for one on your behalf. Positions for Elves and Grotto Supervisors also available. Apply online: www.dreamtimeevents.com or contact us on: Tel: 01727 767258 E-Mail: office@dreamtimeevents.com
To apply/more information: Dreamtime Events office@dreamtimeevents.com Quoting Job Ref: kos

Elves

Bluweater
Salary TBC HO HO HO!
Seeking all Santas If you have a jolly personality, heaps of Christmas Spirit and a good rapport with children then we want you! To work in our Christmas Grotto at Bluewater Shopping Centre and Royal Victoria Place in Tunbridge Wells. We supply full costume including beard and belly if required, comprehensive training and a fun working environment. Full or Part Time hours available. You will either need to hold a CRB check no older than 12 months or be willing for us to apply for one on your behalf. Positions for Elves and Grotto Supervisors also available. Apply online: www.dreamtimeevents.com or contact us on: Tel: 01727 767258 E-Mail: office@dreamtimeevents.com
To apply/more information: Dreamtime Events office@dreamtimeevents.com Quoting Job Ref: kos

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To apply/more information: Dreamtime Events office@dreamtimeevents.com Quoting Job Ref: kos

Management, Senior Positions

RECEPTION MANAGER

Dover
Salary Negotiable depending upon experience
Position: RECEPTION MANAGER Reference: TB/0610/dm Salary: Negotiable depending upon experience Location: Dover Marina Hotel Start: As soon as possible Leaf hotels are currently looking to recruit a RECEPTION MANAGER to assist in the running of their most recent acquisition, the 80 bedroom Dover Marina Hotel which is located in the heart of Dover's prestigious marina area. The Dover Marina Hotel is at present being extensively renovated and refurbished and is due to open in the last week in November initially as a 3 star hotel but with the aim of becoming a 4 star hotel at the next QIT assessment. Leaf hotels are eager to recruit a capable and experienced career driven professional to join their progressive team. The successful candidate will report to the Dover Marina Hotel, General Manager and will be responsible for reception, reservations and the night team. The duties will involve • Maintenance of 3rd Party Websites • Setting, training and maintaining all Reception standards, procedures and practices. • Managing and rostering a team of reception and night staff to cover a 24 hour operation • In cooperation with the Group Revenue Manager securing maximum room yield from activity.

• Contributing to the recruitment, selection and training of departmental staff. • Controlling and managing the direct billing and aged debtors function. • Carrying out regular Duty Management shifts with responsibility for The Hotel whilst on Duty. • Managing the Group Reservation system Contact: General Manager Email: david@ramadadover.co.uk Address: Dover Marina Hotel, Dover Waterfront, Dover, Kent CT17 9BP.
To apply/more information: Ramada Hotel Dover gm@ramadadover.co.uk Quoting Job Ref: TB/0610/dm

SECOND DEPUTY HEAD OF CARE

Broadstairs
Salary £27,202
SECOND DEPUTY HEAD OF CAREFULL TIMESALARY £27,202 PLUS £1,621 WEEKEND ALLOWANCESCALE K99 POINT 29. PERMANENT 52 WEEK POSTINCLUDING ALTERNATE WEEKEND WORKINGA second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQLevel 4 qualification is desirable, but not essential as training will be provided. A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care. Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available. Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form. Closing date for applications is Friday 12th November 2010. Kent County Council is an equal opportunities employer.
To apply/more information: Stone Bay School office@stone-bay.kent.sch.uk Quoting Job Ref: kos

Chefs

Tunbridge Wells
Salary TBC
CHEF's required Senior Chef de Partie level at The Beacon 1.5 miles from Tunbridge Wells. Call Scott on 01892 524252.
To apply/more information: Beacon (The) beaconhotel@btopenworld.com Quoting Job Ref: kos

Bakery Manager

Whitstable
Salary £16,000 - £25,000 pa
Bakery Manager For small wholesale bakery in Whitstable. Salary 16-25K, health insurance, profit share. Experience in food manufacture, bakery, IT skills and an interest in organic food required. For more information, Tel 01227 771 881 or email: mail@artisanbread-abo.co.uk Our website: breadonline.co.uk
To apply/more information: Artisan Bread Organic mail@artisanbread-abo.co.uk Quoting Job Ref:

Marketing, Advertising

Marketing, Sales and Communication

Canterbury
Salary 14k (starting salary)
Hours of Work: 31 hours Monday and Thurs 6.30am-12.30pm, 2pm-6.30pm Tues 1.30pm - 6.30pm Wed 2pm-7pm MOTIVATED & READY We are looking for someone who has an ability to communicate confidently with members of the public with a level of service that exceeds expectation. This role is office based within the health and wellness sector and also includes community based events for promotions. Only apply if you are interested in personal growth, development and a career. Whilst the role has a base salary depending on your demonstrative skills, there is huge potential for bonuses for any applicant. That is why you have to be the kind of person who enjoys having goals and helping people get well and stay well. If you love success, you are eager to help people and want to make a difference, please apply immediately or send your CV to: Dr Tracy Harley, The Wellness Practice, 30 Whitstable Road, Blean, Canterbury, CT2 9EB.
To apply/more information: Canterbury Health Practice monique@canterburyhealthpractice.co.uk Quoting Job Ref: 2010-02

Junior Marketing Openings - Immediate Starts Available

Maidstone
Salary Negotiable
How much are you worth? YOU decide!! JK Marketing Services is actively seeking creative professionals who are serious about long term success in a marketing development opportunity. A positive and energetic attitude is a must for all candidates. Why JK? JK Marketing Services is committed to setting a standard of excellence for our clients, as well as providing each individual with a unique opportunity. Our clients used to rely on the traditional forms of marketing; TV, Radio, Billboards, Spam, Print, Direct Mail and Telemarketing to get their messages across to customers. The JK Way - We represent our clients to the public with a professionalism and enthusiasm. Meeting with them face to face means we build a personal relationship with them, educate them and make them aware of their options. Our residential campaigns reach a high percentage of the population & saturating the market to help our clients increase their customer base. No experience necessary as we can provide advice and insight into all areas listed below. Our marketing and communications experts provide full product knowledge to the right candidates. Although we are not looking for

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specific educational qualifications or experience, the following characteristics are mandatory: You must be a people person You must have a ambitious You must have a strong work ethic You must value integrity WE ARE LOOKING FOR FUTURE PARTNERS NOT EMPLOYEES!!! Due to the nature of the openings and for the number of people currently looking for work in Kent, multiple interviews will be involved for selected candidates. If you believe you can rise to the challenge and you share our passion for excellence in all areas of field sales we would love to hear from you. Please send a cover letter with your CV to admin@jkmarketingservices.co.uk for immediate consideration or alternatively call and speak to Gemma on 01622 691730 for an immediate appointment. ***ALL APPLICANTS MUST BE 18+ YEARS OF AGE AND AVAILABLE FOR FULL TIME HOURS**
To apply/more information: JK Marketing Services admin@jkmarketingservices.co.uk
Quoting Job Ref: kos

Motor Trade, Driver

Drivers

Maidstone Salary TBC
Extrastaff are recruiting for DRIVERS Class 1 and Class 2 HIAB and Moffat 7.5 tonne Multi-drop All must have digital taco and multi-drop experience Based in Maidstone, Aylesford and surrounding area. Please call Sarah on 01622 695555.
To apply/more information: Extrastaff Ltd sarah.harbour@extrastaff.com
Quoting Job Ref: kos

LGV C+E (HGV1) Drivers

Aylesford Salary TBC
LGV C+E (HGV1) Drivers required to carry out store deliveries on behalf of a well known Supermarket chain. Various shifts available throughout the week - earlies, lates and weekends. Our client's insurance dictates that Drivers must hold a UK pass licence, be over 25, have 2 years C+E experience, and no more than 6 points for minor endorsements (no DRs or DDs). £9.25 - £14.00 per hour. Please contact Alex on 01622 664999 The Best Connection, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY.
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/07

Nursing, Medicine, Care Work

Qualified & Registered Nurses (Clinical Advisors)

Coxheath Salary Band 5, £21,176 - £27,534 + 25% unsocial hour payment
PASSIONATE ABOUT PATIENT CARE. Qualified & Registered Nurses (Clinical Advisors) Band 5, £21,176 - £27,534 + 25% unsocial hour payment
Banstead (Surrey), Lewes (Sussex), Coxheath (Kent) The service is embarking upon an exciting journey to change the way that patients access urgent and emergency care over the telephone, this has created opportunities for qualified

clinicians to staff our Clinical Advisor Desk. You will be champions for change, providing a clinical presence in the Control Room and improving patient access to a wide variety of pathways through the Directory of Services, thus ensuring patients receive the most appropriate advice and treatment based on their needs. These roles will suit Nurses from a variety of backgrounds and would be ideal for those returning to work following a career break, recent nursing graduates or those wishing to move away from a traditional ward, community or outpatient environment. Consideration will be given to full or part-time hours. For an informal discussion, please contact Daniel Garratt, Senior Distribution Manager on 07825 386491 or apply online at www.jobs.nhs.uk quoting reference 278-CLINADVISOR-0510-JT Closing date: 18 November 2010. An Equal Opportunities Employer www.secamb.nhs.uk
To apply/more information: South East Coast Ambulance Service applications@jobstorkent.co.uk
Quoting Job Ref: 278-CLINADVISOR-0510-JT

Registered Nurse

Barham, Canterbury Salary TBC
Barham House Nursing Home near Canterbury require a Registered Nurse - part-time Days and Nights For more information please call Sheralyn Kelly. Tel: 01227 833400.
To apply/more information: Barham House barhamhouse@hotmail.co.uk
Quoting Job Ref:

Registered Nurses

Tunbridge Wells Salary TBC
REGISTERED NURSES - TUNBRIDGE WELLS Excellent rates of pay plus benefits and possible accommodation Our client is a 40-bed independent hospital set in beautiful countryside on the Kent/Sussex borders. They have excellent opportunities for nurses wishing to be part of a caring and committed multi-disciplinary team offering whole person care. For full details please call Neil or Sally on: 01227 780888 or email your CV to: medical@careerline.co.uk Ref: MH 2721.
To apply/more information: Careerline Ltd neil@careerline.co.uk
Quoting Job Ref: kos

Registered Nurses

Tunbridge Wells Salary TBC
REGISTERED NURSES - TUNBRIDGE WELLS Excellent rates of pay plus benefits and possible accommodation Our client is a 40-bed independent hospital set in beautiful countryside on the Kent/Sussex borders. They have excellent opportunities for nurses wishing to be part of a caring and committed multi-disciplinary team offering whole person care. For full details please call Neil or Sally on: 01227 780888 or email your CV to: medical@careerline.co.uk Ref: MH 2721.
To apply/more information: Careerline Limited tim@careerline.co.uk
Quoting Job Ref: kos

Registered Nurse

Dymchurch Salary TBC
BETHANY LODGE
Dymchurch Requires: REGISTERED NURSE Day or Night duty. To join us in caring for Adults with a physical disability. For more information

and an application form please contact the Manager on Tel: 01303 872289.

To apply/more information: Bethany Lodge/Bethany House bethanylodge@btconnect.com
Quoting Job Ref:

Carers

Herne Bay Salary TBC
Have you thought about a new and rewarding career? All Seasons is expanding and looking for carers in your area to join our teams in providing domiciliary care and support services in the community. Experience is desirable but not essential as training will be given. Own transport preferable. You must be able to work either early mornings or evenings and some weekends. For further information and an application pack call 01227 265899 or visit www.allseasons.org.uk Head Office: All Seasons (Kent) Ltd, Kent Enterprise House, 1 The Links, Herne Bay, Kent. CT6 7GQ.
To apply/more information: Enterprising Opportunities M.Hawkes@enterprisingopps.org.uk
Quoting Job Ref: kos

Full/Part time Care Assistants
Thanet Salary TBC
121 Care & Mobility require Full/Part time Care Assistants in the Thanet area, experienced preferred but not essential. Own transport required. Competitive rate of pay, up to £7.85 per hr. Telephone 01227 792249.
To apply/more information: 121 Care & Mobility applications@jobsforkent.co.uk
Quoting Job Ref:

Care Workers

Ashford Salary TBC
Scott Care Ltd
Exciting roles - for those who care Ashford branch now open and recruiting for Care Workers With support from our Care Workers, service users can stay in their homes and still receive assistance and personal care. From preparing meals to helping out with shopping, you'll be a vital social link for those who rarely go out - or simply can't. You'll need a car and mobile phone, but we'll provide a uniform and pay for mileage. Experience isn't essential, as we offer full training. We pay a higher rate of pay for NVQ Qualified Care Workers. Please call number below for an application pack. Tel: 01233 221595 www.scottcare.co.uk
To apply/more information: Scott Care Ltd applications@jobsforkent.co.uk
Quoting Job Ref: kos

Support Workers

Strood Salary £13,250
Is this the job for you? ACH is a fast-growing organisation, developing new, high-quality residential homes for adults with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in Strood. Support Workers **Salary** £13,250 For an application pack please visit our website at www.achuk.com Alternatively e-mail louanne.newman@achuk.com or contact Human Resources on 0208 502 8849.
To apply/more information: ACH Care Homes Ltd michelle.jenkins@achuk.com
Quoting Job Ref:

Bank Support Workers

Gravesend Salary £6.53 per hour Is this the job for you? ACH is a fast-growing organisation, developing new, high-quality residential homes for adults with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in Gravesend. Bank Support Workers £6.53 per hour For an application pack please visit our website at www.achuk.com Alternatively e-mail louanne.newman@achuk.com or contact Human Resources on 0208 502 8849.
To apply/more information: ACH Care Homes Ltd michelle.jenkins@achuk.com
Quoting Job Ref:

Support Workers

Bobbing Salary £13,250
Is this the job for you? ACH is a fast-growing organisation, developing new, high-quality residential homes for adults

with Learning Disabilities. Due to our continued growth we now require the following staff to complement our team at our home in Bobbing. Support Workers **Salary** £13,250 For an application pack please visit our website at www.achuk.com. Alternatively e-mail louanne.newman@achuk.com or contact Human Resources on 0208 502 8871.
To apply/more information: ACH Care Homes Ltd michelle.jenkins@achuk.com
Quoting Job Ref: kos

Full/Part time Care Assistants

Thanet Salary TBC
121 Care & Mobility require Full/Part time Care Assistants in the Thanet area, experienced preferred but not essential. Own transport required. Competitive rate of pay, up to £7.85 per hr. Telephone 01227 792249.
To apply/more information: 121 Care & Mobility applications@jobsforkent.co.uk
Quoting Job Ref:

Care Workers

Ashford Salary TBC
Experienced Litho Printer to operate Heidelberg SM102 (temporary position) **Salary** will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com
Quoting Job Ref: kos

Other

EARN AN INCREASING MONTHLY INCOME...

Kent Salary TBC
Earn an increasing monthly income... Generous Payments Free BMW Mini Luxury Holidays Company Porsche 1,000s of people can earn a second income in their spare time, in partnership with the Utility Warehouse. YOU COULD TOO! Make money by saving people money No experience necessary
Fantastic benefits! Find out more! Call 0800 781 2433 Get paid every month, for work you do once! www.minibills.co.uk Home phone, Mobile, Internet, Gas, Electricity ALL IN ONE SIMPLE BILL *Best Buy www.which.co.uk
To apply/more information: Utility Warehouse alanbarnett@telecomplus.org.uk
Quoting Job Ref: KOS

Print, Packaging, Distribution

Distributors

Kent Salary TBC
DISTRIBUTORS WANTED to deliver the new Yellow Pages. A car is required. For more information, details of other work available, and to apply

online please go to: www.deya.co.uk/jobs, alternatively to apply call us (24hours) on: 0118 989 9909 or freephone 0800 298 7101.
To apply/more information: Deya Ltd jan.jennings@deya.co.uk
Quoting Job Ref: kos

Folding Operators

Ashford Salary TBC
Salary will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com
Quoting Job Ref:

Litho Printer

Ashford Salary TBC
Experienced Litho Printer to operate Heidelberg SM102 (temporary position) **Salary** will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com
Quoting Job Ref: kos

Studio Mac Operator

Ashford Salary TBC
Studio Mac Operator: preparing artwork for litho and flexo plates, preparing artwork for digital presses and creating PDF proofs for customer review. A good eye for detail is essential. Experience with litho and flexo printing is preferred although training could be given to the successful applicant. Experience with PCs and Macs is essential. **Salary** will be commensurate with experience. If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager. Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com CCL Label (Ashford) Limited, Foster Road, Ashford Business Park, Sevington, Ashford, Kent, TN24 0SH Tel: 01233 503333.
To apply/more information: CCL Label (Ashford) Ltd GMorgan@cclind.com
Quoting Job Ref:

Public Sector, Social Services

Welfare Assistant

Gravesend Salary £14,099.00 - £15,984.00
WELFARE ASSISTANT 33.33 hours per week for 39 weeks per year Kent Salary Scheme 3: Pts 7-11 - £14,099.00 - £15,984.00 per annum Pro rata to £10,716.71 - £12,149.50 pa plus SEN Allowance of £1,169 pa If you are, or have recently been, working with physically disabled students this post may

be for you. The post holder is required to support our PD students with their learning and welfare needs in order to maximise their levels of achievement and independence. You will be required to undertake moving and handling training. Experience is essential. Further details and application forms may be obtained from our HR Manager by email at k.allen@thamesview.kent.sch.uk or by telephoning 01474 566552 ext 8081120. Closing date: 1st November 2010
Interviews: 8th November 2010
CVs without an application form will not be accepted. Appointments to this post is subject to a criminal background check via the disclosure procedure. Thamesview School operates a non-smoking policy Thong Lane, Gravesend, Kent DA12 4LF Tel: 01474 566552 Fax: 01474 537405 e: school@thamesview.kent.sch.uk www.thamesview.kent.sch.uk
To apply/more information: Thamesview School applications@jobsforkent.co.uk
Quoting Job Ref: KOS

Care Workers

Ashford Salary TBC
Scott Care Ltd Exciting roles - for those who care Ashford branch now open and recruiting for Care Workers With support from our Care Workers, service users can stay in their homes and still receive assistance and personal care. From preparing meals to helping out with shopping, you'll be a vital social link for those who rarely go out - or simply can't. You'll need a car and mobile phone, but we'll provide a uniform and pay for mileage. Experience isn't essential, as we offer full training. We pay a higher rate of pay for NVQ Qualified Care Workers. Please call number below for an application pack. Tel: 01233 221595 www.scottcare.co.uk
To apply/more information: Scott Care Ltd applications@jobsforkent.co.uk
Quoting Job Ref: kos

Retail, Wholesale, Sales

Full Time Sales Consultants

Farnborough Salary TBC
Experienced FULL TIME SALES CONSULTANTS required for our Farnborough office to join our busy call centre You will be familiar with dynamic packaging and have a good customer service and willing to work flexible hours. Fleetway Travel are fully ABTA, IATA, ATOL. The current opening hours are: 14.30-23.00 Monday-Thursday, 12.30-21.00 Friday and Saturday and 12.30-22.00 Sunday. Bank Holidays 12.30-21.00. For information please email hr@fleetway.com or call Jo-Anne Robinson on 0844 571 5672.
To apply/more information: Fleetway Travel hr@fleetway.com
Quoting Job Ref: kos

Sales Executive

Maidstone outskirts Salary £14k + commission
Our client is seeking a Sales Executive to make outbound (warm and cold calling) calls to discuss their exciting opportunities to potential customers. You will come from a telesales or banking (debt collection) background and not shy away from getting that

sale. You will have experience building rapport with clients and possess an excellent telephone manner. In-house training will be provided to assist with you closing that important deal.
To apply/more information: Interpersonnel jfk@interpersonnel.ltd.uk
Quoting Job Ref: 1709

Transport, Logistics, Aviation

Area Electrical Technician

Maidstone and Tunbridge Wells Salary circa. £25,000
Get you Career moving Area Electrical Technician - Maidstone & Tunbridge Wells circa. £25,000, use of Company vehicle Arriva's UK Bus division is part of Arriva plc, one of Europe's leading transport services organisations. We are one of the biggest bus operators within the UK, employing around 17,000 people and running over 7,000 buses. Due to staff retirement, we are looking to recruit a qualified PCV/HGV Skilled Electrician to work between our Maidstone and Tunbridge Wells depots, reporting directly to the Engineering Manager. The primary responsibility of the role is the maintenance of a varied fleet, comprising 131 vehicles including double decks and midi-buses. The ideal candidate will possess excellent diagnostic skills and be a good communicator, as an emphasis on team working will be paramount. A solid understanding of Department for Transport/VOSA maintenance standards will also be essential. Applicants will occasionally be required to work unsupervised in maintaining our vehicles to the highest standard of safety and quality. A company van will be provided for business use between the two sites. A competitive salary is on offer along with all the other benefits of working for Europe's largest transport company. Personal qualities should include: Flexible approach to hours of work, based on 38 hours per week, working three 8 hour days and two 7 hour days per week. Self-motivated. Good communication skills, verbal and written. Team-worker. Awareness and adherence to all health and safety matters. Car licence essential. PCV licence holders preferred, although training will be provided for Non-PCV licence holders. To apply, please send your CV and a covering letter to: Mr David Gadsby, Engineering Manager, Arriva Southern Counties Limited, Invicta House, Armstrong Road, Maidstone, Kent, ME15 6TX or email: gadsbyd.sc@arriva.co.uk Arriva is committed to diversity. If you're good you're welcome. arrivabus.co.uk
To apply/more information: Arriva Southern Counties philipps.sc@arriva.co.uk
Quoting Job Ref:

Mid Kent

Salary £8.50+ per hour
LGV C+E (HGV1) Drivers required for various driving assignments for our Kent based clients. Work available includes Supermarkets / Store Deliveries, General Haulage, Night Trunking plus more. Varying shifts - Weekdays, Weekends, Earlies, Lates, Nights. £8.50+ per hour. Enhanced rates for Limited Company Drivers. Insurance restrictions differ between clients. In general, applicants must be over 25, and have more than 6 points for minor endorsements (no DRs or DDs). Applicants must also be able to provide references for previous commercial driving experience. The Best Connection Employment Group, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY. Telephone: 01622 664999
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/06

LGV C+E (HGV1) Drivers

Aylesford Salary TBC
LGV C+E (HGV1) Drivers required to carry out store deliveries on behalf of a well known Supermarket chain. Various shifts available throughout the week - earlies, lates and weekends. Our client's insurance dictates that Drivers must hold a UK pass licence, be over 25, have 2 years C+E experience, and no more than 6 points for minor endorsements (no DRs or DDs). £9.25 - £14.00 per hour. Please contact Alex on 01622 664999 The Best Connection, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY.
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/07

must be over 25, and have more than 6 points for minor endorsements (no DRs or DDs). Applicants must also be able to provide references for previous commercial driving experience. The Best Connection Employment Group, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY. Telephone: 01622 664999
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/02

LGV C (HGV2) Drivers

North Kent Salary £7.50 - £11.25 per hour
We are looking for LGV C (HGV2) Drivers to work for our Kent based client on a temporary / on going basis. You will be delivering clean laundry and collecting of used laundry from hotels. Up to 20 drops per day. Drops can include both caged deliveries as well as handball. On some routes you may be accompanied by a Porter. Start times between 0400 - 1500, over Monday to Saturday. Due to insurance, applicants must be over 25, and have more than 6 points for minor endorsements (no DRs or DDs). Applicants must also be able to provide references for previous commercial driving experience. The Best Connection Employment Group, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY. Telephone: 01622 664999
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/03

Multidrop Van Drivers

Kent Salary TBC
We are looking for experienced Multidrop Van Drivers to assist our clients with the increase in work up to Christmas. We have clients based all over Kent including Maidstone, Aylesford, Larkfield, Ashford and Canterbury. You will be expected to carry out 50+ drops per day, therefore applicants will need previous experience of similar drop numbers. Areas to be delivered to will include the ME, CT, DA, and TN postcodes. Due to insurance restrictions, drivers must be 25 and have no more than 6 points for minor endorsements (no DRs or DDs). Other assignments available for flexible drivers. The Best Connection Employment Group, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY. Telephone: 01622 664999
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/06

LGV C+E (HGV1) Drivers

Aylesford Salary TBC
LGV C+E (HGV1) Drivers required to carry out store deliveries on behalf of a well known Supermarket chain. Various shifts available throughout the week - earlies, lates and weekends. Our client's insurance dictates that Drivers must hold a UK pass licence, be over 25, have 2 years C+E experience, and no more than 6 points for minor endorsements (no DRs or DDs). £9.25 - £14.00 per hour. Please contact Alex on 01622 664999 The Best Connection, Cornwallis House, Pudding Lane, Maidstone, ME14 1NY.
To apply/more information: Best Connection Agency (The) maidstone@thebestconnection.co.uk
Quoting Job Ref: KOS/AH/07



Town and Country Planning Acts

The Council is required to give notice of the following applications

10/03264/HOUSE Pine Tree Lodge The Street, Benenden
- Installation of up to 12 photovoltaic solar panels (CA)

10/03481/HOUSE South Cottage High Street, Brenchley
- Demolition of outbuilding, creation of single storey rear infill extension, internal restoration and alterations and removal of chimney (CA) (LB)

10/03482/LBC South Cottage High Street, Brenchley
- Listed Building Consent: Demolition of outbuilding, creation of single storey rear infill extension, internal restoration and alterations and removal of chimney (LB)

10/03297/HOUSE Eleven Plus Hungershall Park, Broadwater
- New dormer window extension to rear elevation and two small conservation velux roof lights to front elevation (CA)

10/03414/HOUSE Land Rear Of Glebe Cottage, Cranbrook And Sissinghurst
- Erection of double garage at rear of Glebe Cottage to serve Bay Tree Cottage (CA) (LB)

10/03465/FUL St Dunstons Church High Street, Cranbrook And Sissinghurst
- Provision of safety guard rail to Tower roof (CA) (LB)

10/03490/HOUSE Sissinghurst Court Sissinghurst Road, Cranbrook And Sissinghurst
- Retrospective - Erection of orangery (LB)

10/03492/LBC Sissinghurst Court Sissinghurst Road, Cranbrook And Sissinghurst
- Listed Building Consent - To retain orangery already carried out (LB)

10/03352/FUL Dunnocks Western Road, Hawkhurst
- New dwelling (LB) (CA)

10/03322/FULMJ OS Plot 7526 Furnace Lane, Horsmonden
- Change of use of land to mixed equestrian and agricultural use. Construction of stable buildings with courtyard, sand school and access drive (MAJOR)

10/02712/FUL The Cart Lodge Mount Pleasant, Lamberhurst
- Erection of a block of 6 stables (LB)

10/03454/LBC 1 Hickmots Cottages High Street, Lamberhurst
- Listed building consent - re-roofing (LB)

10/03457/FUL 5 Calverley Park Gardens Royal Tunbridge Wells, Park
- Extension of Time - Extension of existing building to create eight additional apartments and alterations to front elevation (TW/08/00727/FUL refers) (CA)

10/03480/HOUSE Dunorlan House Dunorlan Park, Park
- Alterations and extension to existing outbuilding (CA) (LB)

10/03483/TELN5 Pavement Opposite 41 High Street, Pembury
- Telecommunication Notification: One 9m light pole (approx. 7.5m above ground) (CA)

10/03368/HOUSE Priestwood Cottage Old House Lane, Speldhurst
- Disabled-friendly toilet and link between kitchen and workshop (LB)

10/03369/LBC Priestwood Cottage Old House Lane, Speldhurst
- Listed Building Consent - Disabled-friendly toilet and link between kitchen and workshop (LB)

10/03475/LBC The Old Rectory & Glebe House Langton Road, Speldhurst
- Listed Building Consent: Removal of remainder of internal partition to bedroom 3 and amendment to internal plaster work specification at Glebe House (LB)


(DEV/PLN) Departure from the Development Plan (PROW) Affecting A Public Right of Way (CA)
Affecting a Conservation Area (LB) Affecting a Listed Building (MAJOR) Major Applications (MAST)
Mast Applications (EIA) Applications Accompanied by an EIA Statement.

You may view these applications on our website (www.tunbridgewells.gov.uk), at The Old Fire Station, Stone Street, Cranbrook or at Gateway, 8 Grosvenor Road, Tunbridge Wells. We accept comments online, by email to planningcomments@tunbridgewells.gov.uk or in writing to the address below. Comments should be made within 21 days from the date of this notice, although we may accept them after this date.

You should quote the reference and be aware that we make all comments available for inspection, placing them on the file and publishing them on the internet. We do not publish signatures, telephone numbers or email addresses on the internet.

Jim Kehoe
Head of Planning Services
Town Hall Royal Tunbridge Wells TN1 1RS

Dated: 06 November 2010



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HIGHWAYS – District of Ashford

PLUCKLEY ROAD, SMARDEN - (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of bridge reconstruction works, the Kent County Council has made an Order prohibiting through traffic on Pluckley Road, Smarden, on or after 13 November 2010 for up to 2 days or until the works have been completed.

The road will be closed at Baker's Bridge. There will be no access for through traffic between the junctions with Lewd Lane and Dorking Lane.

The alternative route is via The Street, Water Lane, Bell Lane, The Pinnock, Rose Farm Lane, Smarden Road and Pluckley Road.

HIGHWAYS – District of Dover

KING STREET, SANDWICH - (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of carriageway repairs and resurfacing, the Kent County Council has made an Order prohibiting through traffic on King Street, Sandwich, on or after 17 November 2010 for up to 1 day or until the works have been completed.

The road will be closed between the junctions with No Name Street and St Peter's Street. Austins Lane will be closed at the junction with King Street.

The alternative route is via No Name Street, Cattle Market, Harnet Street, Strand Street, High Street and Short Street.

HIGHWAYS - District of Sevenoaks

HEVER WARREN ROAD, EDENBRIDGE - (TEMPORARY PROHIBITION OF TRAFFIC) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that owing to the likelihood of danger to the public whilst works are carried out on or near the highway the Kent County Council has made an Order restricting the use by vehicular traffic on Hever Warren Road, Edenbridge between Fell House and The Old Dairy.

The Order will become effective on 8th November 2010, will be in operation and remain valid for a maximum period of 18 months; the works are planned to last 1 day. These restrictions will be effective when the appropriate signage is in place.

The alternative route for the above restriction will be via: Hartfield Road, Cowden Pound Road, Uckfield Lane and Station Road

The purpose of the closure is to facilitate a new electricity supply.

HIGHWAYS - District of Shepway

A259 RHEE WALL & LYDD ROAD, OLD ROMNEY - (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of carriageway repairs and resurfacing, the Kent County Council has made an Order prohibiting through traffic on A259 Rhee Wall & Lydd Road, Old Romney, on or after 8 November 2010 for up to 5 weekday nights or until the works have been completed.

The road will be closed in the vicinity of Old Romney. There will be no access for through traffic between the junctions with the A2070 and B2075 Romney Road.

The alternative route is via A259 Rhee Wall, Straight Lane, Brookland By-pass, Rye Road, Guldeford Lane, Folkestone Road, Camber Road, Lydd Road, Jury's Gap Road, Tournay Road, Robin Hood Lane, Harden Road, B2075 Romney Road and A259 Lydd Road.

It is planned that the works will be carried out between the hours of 7.00 pm and 5.00 am each night, with the road re-opened outside these hours.

WARREN ROAD, FOLKESTONE - (PROHIBITION OF DRIVING) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is given that because of a level crossing inspection, the Kent County Council intends to make an Order prohibiting through traffic on Warren Road, Folkestone, on or after 28 November 2010 for up to 1 day or until the works have been completed.

The road will be closed at the Level Crossing.

The alternative route is via Southern Way, A260/A2033 Dover Road, Wear Bay Road, Foreland Avenue, Warren Way and Warren Road.

It is planned these works will be carried out between the hours of 2.00 am and 2.00 pm.

This Order remains in force for up to 18 months and can be re-implemented if required for works of a similar nature.

Highways – District of Thanet

MANSTON COURT ROAD, THANET - (PROHIBITION OF DRIVING) ORDER 2010

Notice is hereby given that KENT COUNTY COUNCIL has made the above named Order under sections 1(1) and (2), 2(1) to (3) and 3(2) of the Road Traffic Regulation Act 1984, and of all other enabling powers, and after consultation with the chief officer of police in accordance with Paragraph 20 of Schedule 9 to the Act:

The Order has the following effect:-

Manston Court Road, Thanet:

Prohibition of driving from the roundabout at the junction with Haine Road for a distance of 18 metres.

The Order was sealed on 5 November 2010 and will come into force 10 November 2010.

Full details are contained in the Order which, together with the relevant plans, any Orders amended and a statement of the Council's reasons for making the Order may be examined on Mondays to Fridays at Ashford Highway Depot, Javelin Way, Henwood Industrial Estate, Ashford TN24 8AD, and at Thanet District Council, Cecil Street, Margate during normal opening times.

Any person wishing to question the validity of the Order or any of the provisions contained therein on the grounds that it is not within the powers of the relevant enabling Act or that any requirement of any such enabling Act or of any regulations made thereunder have not been complied with may within 6 weeks from the date on which the Order was made make application to the High Court for this purpose.

HIGHWAYS - Borough of Tonbridge & Malling

A228 CASTLE WAY, LEYBOURNE - (PROHIBITION OF RIGHT TURN & CLOSURE OF LAY-BY) TEMPORARY ORDER 2010 THE ROAD TRAFFIC REGULATION ACT 1984 AS AMENDED BY THE ROAD TRAFFIC (TEMPORARY RESTRICTIONS) ACT 1991

Notice is hereby given that because works are proposed to be carried out on or near a road the Kent County Council has made an Order prohibiting northbound traffic from turning right onto Leybourne Way from A228 Castle Way and closure of the lay-by by Blue Gem Cafe on or after Sunday 14th November 2010 for a period of up to 1 day or until such works are completed.

The alternative route is via A228 Malling Road, Ham Hill Roundabout and return via the by-pass to take the left hand turn into Leybourne Way.

BT Openreach apologise for any inconvenience caused by these essential works, which are necessary to gain access to boxes in the carriageway. Should you require any further information regarding these works, please contact Louise Skull on 08700 500792.

VARIOUS ROADS - (WAITING RESTRICTIONS AND ON-STREET PARKING PLACES) (AMENDMENT NO 2) ORDER 2010

Notice is hereby given that Kent County Council propose to make the above named Order under sections 1(1) and (2), 2(1) to (3) and 3(2) of the Road Traffic Regulation Act 1984, and of all other enabling powers, and after consultation with the chief officer of police in accordance with Paragraph 20 of Schedule 9 to the Act:

The Order will have the effect of:-

- introducing no waiting at any time (double yellow lines) at the junction of Alexander Grove and Milton Lane, Kings Hill, West Malling;
- introducing "school keep clear" markings in Alexander Grove in the vicinity of the Kings Hill School, West Malling in the interest of public safety to all pedestrians crossing this road gaining access to and from the school.

Full details are contained in the draft Order which, together with the relevant plans, any Orders amended by the proposals and a statement of the Council's reasons for proposing to make the Order may be examined on Mondays to Fridays at the Council Offices, Gibson Building, Gibson Drive, Kings Hill, West Malling, Kent and at Kent Highway Services, Doubleday House, St Michael's Close, Aylesford

If you wish to offer support for or object to the proposed Order you should send the grounds in writing to the Transportation & Development Manager (Tonbridge and West Malling), Kent Highway Services, Doubleday House, St Michael's Close, Aylesford, Kent, ME20 by noon on 29 November 2010.

For further information, please contact
Kent Highway Services, on 08458 247 800
(local rate) or visit www.kent.gov.uk/highways



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By **STEVE LOADER**

HYUNDAI has used the line 'thinking outside the box' when trumpeting its new ix20 baby MPV, arriving in showrooms on November 18.

It really is more about the clever thinking inside the box though, because the Korean may be compact outside, but it's a real spaceship inside.

Okay, it is no secret the newcomer is actually a clone of sister brand Kia's new Venga, launched earlier this year, but Hyundai has made a good job of making the ix20 stand apart.

And it needs to in what has suddenly become a busy marketplace as many cash-strapped families shrink their overall car size and costs, yet demand just as much space.

Honda's versatile Jazz started it all and Nissan came at it slightly differently with the clever Note – a car that defies pigeon-holing – but the Korean twins have helped define the mini-MPV sector, not least with typically keen prices.

The ix20 starts at just £11,595 and, with a distinctive crackle-glaze pattern grille and edgy rear-end styling, looks to have

Boxing clever – inside and out

captured the prize for looks in sector where it is never going to be easy to turn heads.

There are three drivetrain and three well-equipped trim options and Hyundai's usual five-year warranty.

Entry level Classic trim brings all the safety equipment most family buyers would want plus height-

adjustable driver's seat, air con, electric front windows, six-speaker sound system plus the increasingly important MP3/USB connection.

The opening price brings a 1.4-litre petrol engine. A diesel of the same capacity will cost you an extra £1,400 and, based on driving the equivalent Venga, I would save your money; the other option is a 1.6-litre auto which sells from £14,095 in

mid-range Active trim – again save your cash unless you really must have a self-shifter.

Active (from £12,695) is likely to be the big selling trim, offering just the hint of style that family buyers also want on a budget and including 16-inch alloys, Bluetooth phone connectivity, electric windows all round, audio controls on the leather-trimmed steering wheel, plus the practicality of reversing sensors.

Top of the range Style (from £13,695) is not expensive though considering the luxury spec, including two-part panoramic glass sunroof with UV filter – which spans the front and rear seats, front fog lights and electric folding door mirrors.



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2010 (10) VAUXHALL MERIVA DESIGN 16V MPV AUTO, BLUE, 1000 miles,.....	£10,995
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2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 450 miles,.....	£9,495
2009 (09) VAUXHALL AGILA DESIGN 5DR HATCH AUTO, BLUE, 5000 miles,.....	£9,495
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles,.....	£8,995
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2007 (57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles,.....	£8,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, ALUMINIUM SILVER, 23000 miles,.....	£7,995
2006 (06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles,.....	£7,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles,.....	£7,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 12000 miles,.....	£7,995
2007 (07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles,.....	£7,995
2005 (05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles,.....	£6,995
2005 (55) VAUXHALL TIGRA SPORT 16V TWINPORT MANUAL COUPE, BLACK, 26000 miles,.....	£6,995

FIESTA

2007 (57) FORD FIESTA STYLE CLIMATE 16V 5DR HATCH AUTO, MAUVE/PURPLE/LETO, 3000 miles,.....	£5,495
2006 (56) FORD FIESTA ZETEC CLIMATE 16V 3DR HATCH AUTO, TONIC BLUE, 1600 miles,.....	£5,995

FOCUS HATCH & SALOON

2009 (09) FORD FOCUS ZETEC 5DR HATCH AUTO, BLUE, 3000 miles,.....	£10,995
2008 (58) FORD FOCUS STYLE 5DR HATCH AUTO, RED, 3000 miles,.....	£9,995
2008 (57) FORD FOCUS STYLE 5DR HATCH AUTO, BLUE, 7000 miles,.....	£8,995
2008 (08) FORD FOCUS ZETEC 3DR HATCH AUTO, GREEN, 4000 miles,.....	£8,995
2007 (07) FORD FOCUS ZETEC CLIMATE 16V 5DR HATCH AUTO, BLUE, 7000 miles,.....	£6,995
2005 (55) FORD FOCUS GHIA 16V 5DR HATCH AUTO, GREY, 27000 miles,.....	£6,495

FOCUS ESTATES

2006 (56) FORD FOCUS GHIA 16V ESTATE AUTO, ALUMINIUM SILVER, 23000 miles,.....	£7,495
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RENAULT SCENIC

2010 (59) RENAULT SCENIC PRIVILEGE VVT MPV AUTO, ALUMINIUM SILVER, 5000 miles,.....	£15,995
2007 (07) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 T5TR MPV AUTO, BLUE, 8000 miles,.....	£8,995
2007 (07) RENAULT GRAND SCENIC PRIVILEGE VVT 136 T5TR MPV AUTO, BLUE, 15000 miles,.....	£8,995
2008 (57) RENAULT SCENIC DYNAMIQUE VVT 111 55TR MPV AUTO, BLACK, 18000 miles,.....	£7,995
2008 (08) RENAULT SCENIC DYNAMIQUE VVT 111 55TR MPV AUTO, RED, 6000 miles,.....	£7,995
2008 (08) RENAULT SCENIC DYNAMIQUE VVT 111 55TR MPV AUTO, BLUE, 8000 miles,.....	£7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 55TR MPV AUTO, GREY, 26000 miles,.....	£7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 55TR MPV AUTO, ALUMINIUM SILVER, 20000 miles,.....	£7,995
2007 (07) RENAULT SCENIC PRIVILEGE VVT 111 55TR MPV AUTO, RED, 13000 miles,.....	£7,995
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2006 (56) RENAULT SCENIC DYNAMIQUE VVT 111 55TR MPV AUTO, BLUE, 19000 miles,.....	£6,995
2008 (57) RENAULT SCENIC DYNAMIQUE VVT 111 55TR MPV AUTO, ALUMINIUM SILVER, 16000 miles,.....	£6,495
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RENAULT

2008 (57) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, RED, 5000 miles,.....	£10,995
2008 (08) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, GREY, 11000 miles,.....	£9,995
2008 (08) RENAULT GRAND SCENIC DYNAMIQUE VVT 136 T5TR MPV AUTO, GREEN, 15000 miles,.....	£8,995
2006 (56) RENAULT MEGANE PRIVILEGE VVT 111 CONVERTIBLE AUTO, BLUE, 14000 miles,.....	£8,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, ALUMINIUM SILVER, 23000 miles,.....	£7,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 21000 miles,.....	£7,995
2006 (56) RENAULT MEGANE DYNAMIQUE VVT 111 CONVERTIBLE AUTO, BLUE, 19000 miles,.....	£7,995
2008 (58) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 1500 miles,.....	£7,995
2008 (58) RENAULT CLIO EXPRESSION 16V 3DR HATCH AUTO, BLUE, 750 miles,.....	£6,995
2005 (05) RENAULT MEGANE DYNAMIQUE VVT COUPE CABRIOLET CONVERTIBLE AUTO, BLUE, 38000 miles,.....	£6,995
2006 (56) RENAULT LAGUNA EXPRESSION SPORT TOURER 16V ESTATE AUTO, GREY, 8000 miles,.....	£6,995
2006 (06) RENAULT MEGANE DYNAMIQUE VVT 111 ESTATE AUTO, GOLD, 17000 miles,.....	£5,995
2007 (07) RENAULT KANGOO EXPRESSION 16V MPV AUTO, GREY, 16000 miles,.....	£5,995
2007 (07) RENAULT KANGOO EXPRESSION 16V MPV AUTO, RED, 13000 miles,.....	£5,495
2005 (05) RENAULT MODUS PRIVILEGE 16V 5DR HATCH AUTO, GREEN, 39000 miles,.....	£4,995

CHEVROLET

2008 (08) CHEVROLET LACETTI SX 5DR HATCH AUTO, BLACK, 6000 miles,.....	£8,995
2009 (58) CHEVROLET LACETTI SX ESTATE AUTO, BLACK, 9000 miles,.....	£8,995
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2008 (58) CHEVROLET AVEO LT 5DR HATCH AUTO, ALUMINIUM SILVER, 999 miles,.....	£6,995
2009 (09) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 1200 miles,.....	£6,495
2008 (08) CHEVROLET KALOS SX 5DR HATCH AUTO, BLUE, 8000 miles,.....	£5,995
2008 (08) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 2000 miles,.....	£5,995
2008 (57) CHEVROLET KALOS SX 5DR HATCH AUTO, BLUE, 18000 miles,.....	£5,495
2007 (07) CHEVROLET MATIZ SE 5DR HATCH AUTO, ALUMINIUM SILVER, 8000 miles,.....	£4,995
2007 (07) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 20000 miles,.....	£4,995
2008 (58) CHEVROLET MATIZ SE PLUS 5DR HATCH, BLUE, 3000 miles,.....	£4,995
2007 (07) CHEVROLET MATIZ SE 5DR HATCH AUTO, BLUE, 18000 miles,.....	£4,995
2006 (56) CHEVROLET LACETTI SX 5DR HATCH AUTO, ALUMINIUM SILVER, 15000 miles,.....	£4,995

HYUNDAI

2008 (08) HYUNDAI COUPE SIII COUPE AUTO, BLACK, 4000 miles,.....	£9,995
2007 (56) HYUNDAI COUPE SIII COUPE AUTO, RED, 4000 miles,.....	£8,995
2008 (58) HYUNDAI GETZ SII 5DR HATCH AUTO, BLUE, 1000 miles,.....	£6,995
2007 (57) HYUNDAI ACCENT ATLANTIC LIMITED EDITION 3DR HATCH AUTO, BLACK, 6000 miles,.....	£5,995
2006 (56) HYUNDAI GETZ CDX 5DR HATCH AUTO, GREY, 9000 miles,.....	£5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, GREY, 24000 miles,.....	£5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, GREY, 5000 miles,.....	£5,995
2008 (08) HYUNDAI AMICA CDX 5DR HATCH AUTO, BLUE, 9000 miles,.....	£5,995
2008 (08) HYUNDAI MATRIX CLASSIC MPV, BLACK, 8000 miles,.....	£5,995
2007 (57) HYUNDAI AMICA CDX 5DR HATCH AUTO, YELLOW, 9000 miles,.....	£5,495
2007 (07) HYUNDAI AMICA CDX 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles,.....	£5,495

KIA

2008 (58) KIA PICANTO 2 5DR HATCH AUTO, ALUMINIUM SILVER, 10000 miles,.....	£6,995
2009 (09) KIA PICANTO 2 5DR HATCH AUTO, ORANGE, 2000 miles,.....	£6,995

DAIHATSU

2008 (08) DAIHATSU SIRION SE 5DR HATCH AUTO, BLUE, 13000 miles,.....	£7,995
2008 (08) DAIHATSU SIRION SE 5DR HATCH AUTO, BLUE, 8000 miles,.....	£7,995
2007 (57) DAIHATSU SIRION SE 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles,.....	£7,495
2007 (07) DAIHATSU SIRION SE 5DR HATCH AUTO, BLACK, 16000 miles,.....	£6,995
2007 (07) DAIHATSU SIRION 16V 5DR HATCH AUTO, ALUMINIUM SILVER, 20000 miles,.....	£6,995

FIAT

2007 (56) FIAT PANDA ELEGANZA 5DR HATCH AUTO, BLUE, 25000 miles,.....	£4,995
2006 (56) FIAT PANDA ELEGANZA 5DR HATCH AUTO, BLACK, 16000 miles,.....	£4,995

FUSION

2008 (08) FORD FUSION FUSION + 5DR HATCH AUTO, ALUMINIUM SILVER, 3000 miles,.....	£7,995
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2007 (07) FORD FUSION ZETEC CLIMATE 5DR HATCH AUTO, GREEN, 4000 miles,.....	£5,995
2004 (54) FORD FUSION FUSION 2 5DR HATCH AUTO, ALUMINIUM SILVER, 52000 miles,.....	£3,995

CITROEN

2010 (60) CITROEN NEMO 8V HDI TURBO MPV AUTO, RED, 100 miles,.....	£10,495
2008 (58) CITROEN C4 SX 16V 5DR HATCH AUTO, BLACK, 18000 miles,.....	£8,995
2007 (57) CITROEN C3 SX 16V 5DR HATCH AUTO, RED, 13000 miles,.....	£5,995
2002 (02) CITROEN SAKO DESIRE 3DR HATCH AUTO, RED, 54000 miles,.....	£2,995

MONDEO

2006 (56) FORD MONDEO LX 16V 5DR HATCH AUTO, GOLD, 24000 miles,.....	£6,995
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CORSA

2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, BLUE, 1000 miles,.....	£11,495
2010 (10) VAUXHALL CORSA SE 5DR HATCH AUTO, GOLD, 6000 miles,.....	£10,995
2010 (10) VAUXHALL CORSA EXCLUSIV AC 5DR HATCH AUTO, GOLD, 6000 miles,.....	£9,995
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2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, BLUE, 3000 miles,.....	£8,495
2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, BLACK, 9000 miles,.....	£8,495
2008 (58) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, GOLD, 2000 miles,.....	£8,495
2007 (57) VAUXHALL CORSA DESIGN 16V 3DR HATCH AUTO, GOLD, 5000 miles,.....	£7,495
2008 (57) VAUXHALL CORSA CLUB AC 16V 3DR HATCH AUTO, BLACK, 9000 miles,.....	£6,995
2007 (57) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, ALUMINIUM SILVER, 6000 miles,.....	£6,995
2006 (56) VAUXHALL CORSA CLUB AC 16V 5DR HATCH AUTO, MAUVE, 19000 miles,.....	£6,495
2005 (05) VAUXHALL CORSA DESIGN CDTI 16V 5DR TO HATCH, ALUMINIUM SILVER, 65000 miles,.....	£3,995

MAZDA

2008 (58) MAZDA 5 5 TS2 MPV AUTO, RED, 12000 miles,.....	£11,995
2008 (58) MAZDA 3 3 TAKARA 5DR HATCH AUTO, RED, 5000 miles,.....	£9,995
2007 (57) MAZDA 3 3 TS 5DR HATCH AUTO, GREY, 8000 miles,.....	£8,995
2006 (56) MAZDA 6 6 TS 5DR HATCH AUTO, GREY, 16000 miles,.....	£7,995
2007 (07) TOYOTA COROLLA VERSO 7 VTI MPV AUTO, RED, 25000 miles,.....	£7,995
2007 (56) MAZDA 2 2 S 5DR HATCH AUTO, BLUE, 17000 miles,.....	£5,995

SUZUKI

2009 (8) SUZUKI GRAND VITARA 16V ESTATE AUTO 4x4, BLUE, 13000 miles,.....	£12,995
2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 450 miles,.....	£9,495
2009 (59) SUZUKI SWIFT GLX 5DR HATCH AUTO, BLUE, 5000 miles,.....	£8,995
2007 (07) SUZUKI IGNIS GL VLT-5 5DR HATCH AUTO, WHITE, 9000 miles,.....	£5,995

TOYOTA

2007 (6) TOYOTA RAV-4 X73 VVT-I ESTATE AUTO 4x4, ALUMINIUM SILVER, 17000 miles,.....	£13,995
2007 (07) TOYOTA RAV-4 X73 VVT-I ESTATE AUTO 4x4, BLUE, 16000 miles,.....	£13,995
2007 (07) TOYOTA RAV-4 X73 VVT-I ESTATE AUTO 4x4, GREY, 16000 miles,.....	£13,995
2007 (07) TOYOTA COROLLA VERSO 7 VTI MPV AUTO, RED, 25000 miles,.....	£7,995
2007 (07) TOYOTA COROLLA T3 VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 9000 miles,.....	£8,995
2007 (07) TOYOTA AURIS T3 VVT-I MM 5DR HATCH AUTO, ALUMINIUM SILVER, 17000 miles,.....	£8,995
2007 (56) TOYOTA COROLLA T3 VVT-I 5DR HATCH AUTO, IONIX BLUE, 13000 miles,.....	£8,995
2007 (56) TOYOTA COROLLA T3 COLOUR COLLECTION VVT-I 5DR HATCH AUTO, BLACK, 8000 miles,.....	£8,995
2008 (58) TOYOTA YARIS T3 VVT-I 5DR HATCH AUTO, BLUE, 6000 miles,.....	£8,495
2008 (08) TOYOTA YARIS T3 VVT-I 5DR HATCH AUTO, VENETIAN SILVER, 14000 miles,.....	£7,995
2005 (05) TOYOTA YARIS T3 SPIRIT VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 8000 miles,.....	£6,995
2007 (07) TOYOTA YARIS T3 VVT-I MM 5DR HATCH AUTO, ALUMINIUM SILVER, 21000 miles,.....	£6,995
2005 (05) TOYOTA YARIS T3 SPIRIT VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 5000 miles,.....	£6,995
2004 (54) TOYOTA YARIS T3 SPIRIT VVT-I 5DR HATCH AUTO, ALUMINIUM SILVER, 1750 miles,.....	£6,995
2004 (04) TOYOTA YARIS T3 SPIRIT VVT-I 5DR HATCH AUTO, CRYSTAL SILVER, 6000 miles,.....	£6,295
2004 (04) TOYOTA YARIS T3 SPIRIT VVT-I 5DR HATCH, BLACK, 25000 miles,.....	£5,995

NISSAN

2009 (09) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, CAFFE LATTE, 11000 miles,.....	£14,995
2009 (58) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 5000 miles,.....	£14,495
2008 (08) NISSAN QASHQAI ACENTA 5DR HATCH AUTO, BLUE, 8000 miles,.....	£13,995
2007 (07) NISSAN QASHQAI VISIA 5DR HATCH AUTO, ALUMINIUM SILVER, 21000 miles,.....	£10,995
2007 (07) NISSAN QASHQAI VISIA 5DR HATCH AUTO, FIRED IRON, 19000 miles,.....	£10,995
2009 (09) NISSAN NOTE TEKNA MPV AUTO, CAFFE LATTE, 6000 miles,.....	£9,495
2007 (57) NISSAN MICRA ACENTA CC CONVERTIBLE AUTO, BLUE, 5000 miles,.....	£8,995
2009 (59) NISSAN NOTE VISIA MPV AUTO, GREY, 1800 miles,.....	£8,995
2009 (59) NISSAN MICRA ACENTA 5DR HATCH AUTO, RED, 7000 miles,.....	£8,495
2009 (59) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLACK, 9000 miles,.....	£8,495
2010 (10) NISSAN PIXO N-TEC 5DR HATCH AUTO, ALUMINIUM SILVER, 500 miles,.....	£7,995
2008 (08) NISSAN NOTE ACENTA MPV AUTO, BLUE, 11000 miles,.....	£7,995
2007 (07) NISSAN MICRA SPORT CC CONVERTIBLE AUTO, BLUE, 8000 miles,.....	£7,995
2008 (08) NISSAN NOTE ACENTA MPV AUTO, RED, 14000 miles,.....	£7,995
2006 (06) NISSAN MICRA CC SPORT CONVERTIBLE AUTO, BLUE, 12000 miles,.....	£7,995
2007 (57) NISSAN MICRA ACENTA 5DR HATCH AUTO, BLUE, 15000 miles,.....	£6,995
2008 (58) NISSAN MICRA SPIRITA 5DR HATCH AUTO, CAFFE LATTE, 18000 miles,.....	£5,995
2006 (56) NISSAN MICRA SPIRITA 5DR HATCH AUTO, BLUE, 15000 miles,.....	£5,995
2007 (07) NISSAN MICRA SPIRITA 3DR HATCH AUTO, BLUE, 27000 miles,.....	£5,995
2007 (57) NISSAN MICRA SPIRITA 3DR HATCH AUTO, GREY, 14000 miles,.....	£5,995
2004 (04) NISSAN MICRA S 3DR HATCH AUTO, ARUBA BLUE, 12000 miles,.....	£4,995
2004 (04) NISSAN MICRA SE 5DR HATCH AUTO, WHITE, 27000 miles,.....	£4,695

ASTRA HATCHBACKS

2008 (58) VAUXHALL ASTRA ELITE CDTI 5DR TO HATCH AUTO, PANACOTTA, 11000 miles,.....	£10,995
2008 (58) VAUXHALL ASTRA ELITE CDTI 5DR TO HATCH AUTO, SILVER, 9000 miles,.....	£7,995
2008 (57) VAUXHALL ASTRA DESIGN 16V E4 5DR HATCH AUTO, GREY, 14000 miles,.....	£7,995
2007 (57) VAUXHALL ASTRA DESIGN 16V E4 5DR HATCH AUTO, ALUMINIUM SILVER, 17000 miles,.....	£7,995
2007 (07) VAUXHALL ASTRA DESIGN 16V E4 5DR HATCH AUTO, GREY, 10000 miles,.....	£6,995
2008 (57) VAUXHALL ASTRA LIFE AC 16V E4 5DR HATCH AUTO, TURQUOISE, 10000 miles,.....	£5,995
2008 (57) VAUXHALL ASTRA LIFE AC 16V E4 5DR HATCH AUTO, ALUMINIUM SILVER, 2000 miles,.....	£5,995
2007 (07) VAUXHALL ASTRA LIFE AC 5DR HATCH AUTO, BLUE, 5000 miles,.....	£5,995
2007 (57) VAUXHALL ASTRA LIFE 5DR HATCH AUTO, TURQUOISE, 9000 miles,.....	£5,995

ASTRA ESTATES

2008 (58) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 8000 miles,.....	£7,995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, BLUE, 14000 miles,.....	£7,995
2007 (57) VAUXHALL ASTRA DESIGN 140 ESTATE AUTO, PANACOTTA, 15000 miles,.....	£7,995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, ALUMINIUM SILVER, 12000 miles,.....	£6,995
2008 (08) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, SILVER, 14000 miles,.....	£6,995
2006 (56) VAUXHALL ASTRA DESIGN 16V ESTATE AUTO, PANACOTTA, 13000 miles,.....	£6,495
2006 (56) VAUXHALL ASTRA LIFE AC 16V ESTATE AUTO, BLACK, 11000 miles,.....	£5,995
2007 (57) VAUXHALL ASTRA LIFE AC 140 ESTATE AUTO, BLUE, 15000 miles,.....	£5,995
2000 (X) VAUXHALL ASTRA CLUB ESTATE AUTO, BLUE, 23000 miles,.....	£2,995

ZAFIRA MERIVA & AGILA

2009 (59) VAUXHALL ZAFIRA EXCLUSIV CDTI TO MPV AUTO, BLACK, 750 miles,.....	£13,995
2009 (09) VAUXHALL ZAFIRA EXCLUSIV CDTI TO MPV AUTO, GREEN, 7000 miles,.....	£12,995</

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AGILA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
09	09	Agila Design CDTi	1.3D	5	Atlantis blue	9,350	8,995
10	10	Agila Club	1.2	5	Cornflower blue	5,085	8,995

ASTRA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
06	55	Astra Sxi	1.6	5	Black sapphire	55,800	5,995
06	06	Astra Active Estate	1.6	5	Silver lightening	18,950	6,150
06	06	Astra Active	1.6	5	Ultra blue	37,000	5,995
06	56	Astra Sxi	1.6	5	Metro blue	25,000	6,995
07	07	Astra Energy	1.4	5	Black sapphire	43,250	6,495
08	58	Astra Breeze	1.4	5	Silver lightening	10,700	7,995
08	58	Astra Elite	1.6	5	Star silver	13,775	8,995
09	09	Astra Breeze CDTi	1.7D	5	Silver lightening	10,495	14,995
09	59	Astra Sports Twin top	1.8	2	Air blue	3,320	14,995
09	59	Astra Active	1.4	5	Power red	3,990	8,995
09	59	Astra Active Sports hatch	1.4	3	Sovereign silver	8,040	9,995
10	59	Astra VXR	2.0	3	Arden blue	5,660	16,995
10	10	Astra Active	1.6	5	Star silver	5,010	12,495
10	10	Astra Sri X Pack	1.8	3	Black sapphire	3,490	14,995
10	10	Astra Sri CDTi	2.0	5	Black sapphire	3,330	18,995
10	10	New Astra Sri CDTi	1.7D	5	Power red	4,880	16,995
10	10	Astra Exclusive Auto	1.6	5	Silver lake	1,100	14,995
10	10	New Astra Exclusive	1.4	5	Iceberg blue	3,000	13,995
10	10	Astra Sport Sports hatch	1.4	5	Glacier white	2,065	12,995
10	10	New Astra Exclusive	1.6	5	Technical grey	1,790	16,995
10	10	New Astra Exclusive	1.6	5	Black sapphire	2,210	14,995
06	55	Astra Sxi	1.6	5	Black sapphire	55,800	5,995

CORSA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
05	55	Corso Active	1.2	3	Metro blue	35,275	4,650
07	57	Corso Design	1.2	3	Flame red	49,370	6,495
08	57	Corso Sxi A/c	1.2	5	Silver lightening	15,800	7,495
08	08	Corso Breeze CDTi	1.3	3	Star silver	24,590	7,995
08	58	Corso Club Auto	1.4	5	Star silver	24,060	8,995
09	09	Corso Active	1.0	5	Star silver	6,270	7,995
09	59	Corso Life CDTi	1.3D	5	Star silver	9,950	8,495
09	59	Corso Sxi A/c	1.4	3	Silver lightening	800	9,495
09	59	Corso Active	1.0	3	Flame red	2,690	8,995
09	59	Corso Sxi A/c	1.2	3	Metro blue	5,990	8,995
09	59	Corso Active	1.2	3	Star silver	7,180	8,995
10	59	Corso Active CDTi	1.3D	3	Star silver	7,750	9,495
10	10	Corso Active CDTi	1.3D	5	Black sapphire	4,925	10,750
10	10	Corso Energy	1.2	3	Black sapphire	2,340	9,995
10	10	Corso Energy	1.2	3	Oriental blue	2,195	9,495
10	10	Corso Energy	1.0	3	Star silver	3,875	8,995
10	10	Corso Energy	1.2	3	Silver lightening	2,045	9,495
10	10	Corso Energy CDTi	1.3	3	Glacier white	2,800	10,995
10	10	Corso SE	1.4	5	Beach green	4,740	10,995
10	10	Corso Energy CDTi	1.3	5	Oriental blue	2,110	10,995

INSIGNIA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
09	59	Insignia Elite CDTi Nav	2.0	5	Sovereign silver	6,550	19,995
10	10	Insignia Exclusive CDTi	2.0	5	Star silver	6,395	15,995
10	10	Insignia Exclusive CDTi	2.0	5	Black sapphire	10,180	15,995

MERIVA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
06	56	Meriva Energy MTA	1.6	5	Lancelot	52,500	5,695
08	58	Meriva Design X pack	1.8	5	Air blue	7,600	8,995
10	10	Meriva Active	1.4	5	Flame red	2,190	10,995

VECTRA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
06	56	Vectra Design	1.8	5	Metro blue	33,180	6,695
07	57	Vectra Sri CDTi	1.9D	5	Black sapphire	58,650	7,495

ZAFIRA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
09	59	Zafira Active Plus	1.8	5	Ultra blue	5,670	13,495
10	10	Zafira Energy	1.8	5	Sovereign silver	1,570	13,995
10	10	Zafira Sri CDTi X Pack	1.9D	5	Black sapphire	5,225	17,995
10	10	Zafira Energy	1.8	5	Black sapphire	4,325	13,995
10	10	Zafira Energy CDTi	1.7D	5	Star silver	2,390	15,995

ANTARA

Year	Reg	Model	Eng	Dr	Colour	M/age	£
07	07	Antara CDTi Auto	2.0	5	Metro blue	20,000	11,995
08	57	Antara CDTi E Auto	2.0	5	Slate blue	18,100	12,995
09	59	Antara Exclusive CDTi	2.0D	5	Placid grey	2,020	17,995

DUE SOON

Year	Reg	Model	Eng	Dr	Colour	M/age	£
07	07	Corso Design CDTi	1.3	5	Silver lightening	28,680	7,350
07	57	Corso Sxi A/c	1.2	3	Star silver	9,290	6,995
06	06	Meriva Design CDTi	1.7D	5	Star silver	28,000	5,995
07	57	Zafira Energy	1.8	5	Metro blue	15,600	7,995
07	57	Astra Sxi	1.6	5	Metro blue	13,000	6,695
08	08	Vectra Exclusive CDTi	1.9D	5	Black sapphire	16,100	8,495

COMMERCIAL

Year	Reg	Model	Eng	Dr	Colour	M/age	£
10	10	Combo CDTi	1.3	5	White	17,005	7,995
09	59	Vivaro SWB CDTi	2.0D	5	White	15,925	9,995+vat
09	59	Vivaro SWB CDTi	2.0D	5	White	Del	10,995+vat
10	10	Vivaro LWB	2.0	5	Glacier white	7,350	11,995+vat
10	10	Vivaro SWB	2.0	5	White	8,900	11,495+vat

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FIRST GEAR

Compiled by Steve Loader

Lovely Skoda turns all mean

WE all thought Skoda was going soft after the famous 'Made of Lovely Stuff' cake adverts for TV.

But the Czech marque is now showing its harder side with a multi-million pound follow-up ad series called 'Made of Meaner Stuff' to promote the new Fabia vRS hot hatch (from £15,700).

The liquorice, treacle

and jelly of the original cake-makers have given way to darker ingredients: a bone chassis and snake-powered engine.

The latter is the VW Group's supercharged and turbocharged 1.4-litre petrol, tuned to produce 180bhp – quite a departure from the previous model's turbodiesel unit.



Long wait is over for new Sharan

IT IS 15 years since Ford and the VW group entered the then embryonic people carrier sector.

The union created the original Ford Galaxy and the VW Sharan/Seat Alhambra; the design was a roaring success and good enough to last all this time, though Ford ducked out early with an all-new Galaxy a few years ago.

The VW replacement (from £22,980) was worth waiting for however; it looks more compact yet manages to be bigger, roomier and more stylish.

And it is also more practical, with sliding rear doors and – hallelujah – both rear seat rows fold away into the floor instead of having to be manhandled from the car and stashed somewhere if you need to vary the seating plan or convert the Sharan into a van.

It is available with a wide range of petrol and diesel engines.

Most models come with seven seats as standard, but there is also a six-seat Executive trim with sumptuous leather upholstery and armrests from £29,345.



...while VW's Passat is in seventh heaven

PRICES for the seventh generation Volkswagen Passat have been announced and order books are open, with deliveries from January.

The saloon starts at £18,470 and the voluminous estate from £19,745 – the latter is expected to outsell the former for the first time.

And VW stresses that every panel and glass surface apart from the roof is new – the usual line when a car-maker is worried by early comments like "but it doesn't look any different".

Whether it is evolutionary rather

than revolutionary against its predecessor though, the latest car looks classy and pressurises VW's own premium brand Audi and its rivals, especially in hard times.

VW has also underlined the Passat's overall economy; all diesels are now badged as eco-friendly BlueMotion models equipped with battery recharging via braking and Stop/Start systems. This gives the entry-level 1.6-litre TDI an average mpg in the mid-60s and a barely road taxable 114 g/km of CO2 emissions.



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Lion roars in fast-changing motor jungle



GLAMOUR MODEL:
Peugeot's RCZ

PEUGEOT outlined ambitious plans early in 2010 to climb three places to seventh in the world vehicle production rankings in just five years, *writes Steve Loader*.

It also revamped its famous lion logo to show style mixed with aggression – a mood matched by a stunning supercar concept unveiled this year too.

And while petrolheads admired that, the firm launched a real world sports model no less stunning – the RCZ.

The French marque is also currently outperforming the UK market with sales this year up 12.7 per cent against an overall 7.8 per cent.

But how is this mood swing viewed at the coal face after years of Peugeot seemingly happy to allow sister brand Citroën to grab the limelight?

Kevin Khanna, dealer principal at Thames Motor Group in Tunbridge Wells has both French marques onsite, along with resurgent Italian brand Fiat, and reckons healthy competition is good for all, but added: "Peugeot fits the Tunbridge Wells/Sevenoaks area well anyway, but recent additions to the range like the 3008 crossover and 5008 people carrier have really added to customer choice – we've even got the RCZ to add extra glamour."

He is also pleased because Peugeot is Thames' newest arrival on its Longfield Road site; the group has operations at Slough and Croydon and took over the Tunbridge Wells premises in 1998 when it was a Fiat/Alfa Romeo dealership, adding Citroën in 2005 and swapping Alfa for Peugeot in 2008.

"I think we have gone and will continue to go from strength to strength with the brands we have," he said. "Times have changed and people are worried about their jobs, looking more at the running costs, watching the depreciation, insurance, tax, servicing and other outgoings."

"It is making them think about superminis,

MPVs and smaller estates like the Peugeot 207SW."

But he thought the absence of shocks in the Government's recent spending review had helped consumer confidence: "The car market is very sensitive and I couldn't believe how quiet it was the week before the review and then it went mad the day after (Thursday) and carried on until Sunday."

He has little patience with the doom-mongers of the trade in any case: "It's about selling the cars rather than taking customers' orders."

"People may well do much of their research online, but they still want someone to 'sell' them the car, take them over it and give them that personal contact."

"During the Scrappage scheme, smaller and cheaper cars almost sold themselves with the £2,000 grant – we were offering them as cheaply as £4,995 – but I called a big sales meeting right after the scheme finished and told our team to go out and sell cars properly again."



CUSTOMER SERVICE: Customers want the dealer to sell them a car and not simply take the order, says Thames Motor Group dealer principal Kevin Khanna (above)

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SX4 range official fuel consumption figures in mpg (l/100km): Urban from 30.7 (9.2) to 35.8 (7.9), extra urban from 47.9 (5.9) to 54.3 (5.2), combined from 39.2 (7.2) to 45.6 (6.2). Official CO₂ emissions from 143g/km to 165g/km. Swift range official fuel consumption figures in mpg (l/100km): Urban from 41.5 (6.8) to 46.3 (6.1), extra urban from 57.6 (4.9) to 64.2 (4.4), combined from 50.4 (5.6) to 56.5 (5.0). Official CO₂ emissions from 116g/km to 129g/km. Splash range official fuel consumption figures in mpg (l/100km): Urban from 36.2 (7.8) to 51.4 (5.5), extra urban from 57.6 (4.9) to 70.6 (4.0), combined from 47.9 (5.9) to 62.8 (4.5). Official CO₂ emissions from 119g/km to 142g/km.

0% APR typical finance over 3 years on selected SX4, Swift and Splash models is subject to availability for vehicles privately registered between 01.10.2010 and 31.12.2010 from participating Authorised Suzuki Dealers only. Credit available to persons aged 18 years or over, subject to status. Indemnities may be required. For full details contact your local Suzuki Dealers. Suzuki Finance reserves the right to withdraw or amend this offer without prior notice. The offer is available to customers within the UK (excludes Channel Islands and Isle of Man). Suzuki Finance, part of Black Horse Group, St William House, Tresillian Terrace, Cardiff CF10 5BH. This offer cannot be used in conjunction with any other offer. *ESP® is a registered trademark of Daimler AG. The Splash 1.0 GLS and 1.3 DDIs models fall into Government Excise Band C at £30 per year from year 2 onwards. All prices and specifications are correct at time of going to press.



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Total charge for credit	£0.00
Annual Percentage Rate	0.0%

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Total amount payable	£11,295.00



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Amount of credit	£7,595.00
Interest	£0.00
Total charge for credit	£0.00
Annual Percentage Rate	0.0%

The credit and the charge for credit is repayable by 1 initial payment of	£99.45
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Official Government Test Environmental Data - Fuel Consumption Figures mpg (litres/100km): Corsa SXi Range: urban 40.9 (6.9) - 45.6 (6.2), extra-urban 64.2 (4.4) - 70.6 (4.0), combined 53.3 (5.3) - 58.9 (4.8). CO2 Emissions 127 - 124 g/km.

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DrivingReview



by
STEVE LOADER
CHIEF DRIVING CORRESPONDENT
steve.loader@kosmedia.co.uk

VW Scirocco

UNLESS you are obsessed with image – and I hope I'm not – then cars designed to deliver most pleasure should also have a measure of practicality.

Roads are now so crowded and restricted the opportunities to experience that elusive joy of 'motoring' are few and far between, so why endure the costs, bone-hard chassis set-up, cramped conditions and pitiful rear passenger and luggage capacity of a classic coupé?

Ah yes, image. Well you go and read something else then and I'll start talking about the VW Scirocco – the belated third generation Scirocco.

I've yet to hear a good explanation why VW dropped the type in 1992 after nearly 20 years, but it's back... and I'm glad.

The new car recreates the style plus usability format of the 1970s original from Italian design star Giorgetto Giugiaro, who was responsible for several early post-Beetle VW designs.

The essence of that early design was less



Scirocco's blowing

obvious in the bland 1982 follow-up, though there was an attempt at catching the eye by splitting the tailgate glass with a spoiler – a fairly pointless exercise that fooled no-one and messed up the rearward visibility.

You get the impression the design team behind the new car would have nothing to do with such frippery; the Scirocco MkIII looks muscular, wide and is a real wind-cheater and yet it will seat four in comfort and carry their

luggage. The quartet might have a whinge about lifting that luggage over the high boot lip, but they cannot possibly complain about the space available there or in the cabin itself.

I'm probably being a little fanciful here, but there is even a strong argument for calling the Scirocco a 'coupé MPV' because it really is a sporting multi-purpose vehicle.

And there is even more evidence of that in the wide range of engines on offer, including

economical yet lively diesels and topped by a snorting 262bhp turbocharged 2.0-litre petrol unit priced from £28,505.

But it is the engine of the test car I want to focus on, a lightweight 1.4-litre petrol unit that uses a turbocharger/supercharger combination to boost this relatively tiny engine to deliver a useful 158bhp.

It should average well over 40mpg in average use, the road tax/emissions are not horrendous



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Official Government Environment Data. Fuel consumption figures mpg (litres/100km) and CO2 emissions (g/km). Spark 1.0 Sdr: Urban 42.8 (6.6), Extra Urban 67.3 (4.2), Combined 55.4 (5.1), CO2 Emissions 119 g/km.



hot as coupé MPV

and it looks good value at just over £20,000, but it combines beautifully with the Scirocco's even-tempered and balanced chassis.

And then it delivers that joy of motoring I mentioned earlier, without the everyday costs and discomfort I also quoted as the traditional bane of coupé ownership.

It is not alone, of course; Volvo offers the C30 and it is a likeable car that ought to sell better, but that fancy glass tailgate, small boot and

the horribly fiddly luggage cover make it look like hard work up against the wicked looking, but oh so practical Scirocco.

I've also named BMW's 1-Series coupé as the VW's best rival and that handles well too with its classic rear-wheel drive, but it's not a great four-seater; it has a conventional and rather cramped boot and a bluff-fronted prize fighter ugliness that contrasts sharply with the Scirocco's sleek wedge nose.

If you are to quibble then perhaps the VW's window line is a little high for those sitting in the back – the kids might not appreciate it – and the interior looks like the Golf hatchback from which it is so clearly derived.

You could also say that the badge isn't snobby enough for coupé buyers, but what about the value?

After all, you are getting two cars in one – it's a coupé MPV.

DrivingPortfolio

VW SCIROCCO TSI £20,665

Driving appeal (OUT OF FIVE)	★★★★★
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Value	★★★
Running costs	★★★★
Reliability	★★★★
How green?	★★★★
Road tax	£155/year
Best rival	BMW 1-Series Coupé

The Verdict



DON'T LIKE:

the high boot lip, though the cargo area is spacious



NOT SURE:

some would-be coupé buyers will appreciate the Scirocco's everyday appeal



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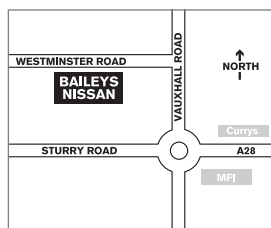
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ALFA ROMEO

147, 1.9 JTD 16v MULTIJET LUSSO, 2005, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint multiple airbags power steering tonneau cover remote central locking, grey, 51447 miles, £5000, Ashford, 0844 856 4496 (TRADE)

147, 1.9 JTD 16v MULTIJET LUSSO, 2005, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint grey, 51447 miles, £5000, Ashford, 0844 826 5918 (TRADE)

147, 1.9 JTD 16v MULTIJET LUSSO, 2005, abs brakes air conditioning alloy wheels cd player diesel power steering tonneau cover remote central locking, grey, 51447 miles, £5000, Canterbury, 0844 856 4494 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, black, 28347 miles, £12000, Ramsgate, 0844 856 4496 (TRADE)

159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £12000, Ashford, 0844 826 5918 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £12000, Ramsgate, 0844 856 4496 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Canterbury, 0844 856 4494 (TRADE)

159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels remote audio controls, black, 28347 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint silver, 28347 miles, £13000, Ramsgate, 0844 856 4496 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint leather interior remote central locking remote audio controls, silver, 28347 miles, £13000, Ashford, 0844 826 5918 (TRADE)

BMW

1 SERIES, 116i SE 5dr, sh55wzv, air conditioning, parking sensor, power steering, electric mirrors, abs, twin air bags, cd player, colour coded body, metallic paintwork, rear wash/wipe, electric front windows, traction control, remote central locking, isofix, front fog lamps, folding rear seats, rear headrests, 17" alloys, sonora metallic, 58000 miles, £7949, Maidstone, 01622 200 100 (TRADE)

1 SERIES, 120d SE 5dr, 36743163, abs, air bag, side air bags, immobiliser, alarm, traction control, central locking, remote central locking, air conditioning, electric front windows, trip computer, rear wash/wipe, front fog lamps, stability control, child locks, head restraints, isofix, climate control, dual climate zones, full leather, centre armrest, height adjustable seat, retractable headrests, folding rear seats, rear headrests, cruise control, multi-specification match, blue met, 59966 miles, £12499, Maidstone, 0845 871 5185 (TRADE)

1 SERIES, 116i ES 5dr, so570tb, air conditioning, cd player, alarm, anti-theft system, central locking, immobiliser, push button start, remote alarm, remote central locking, head restraints, height adjustable seat, rear headrests, adjustable steering column, power steering, stability control, traction control, trip computer, abs, child locks, multiple airbags, colour coded body, metallic and easily located off the m25, m26 and a20. big enough to cope, small enough to care. out of hours contact 07956 158119, red, 10839 miles, £11495, Wrotham Heath, 01732 220555 (TRADE)

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1 SERIES, 120i SE CONV, j008yt, multi-function steering wheel, cruise control, climate control, air conditioning, cd player, push button start, power hood, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, rear headrests, adjustable steering column, stability control, traction control, trip computer, abs, multiple airbags, colour coded body, front fog lamps, metallic paintwork, electric mirrors, electric windows, radio, stereo, aluminium silver, 18442 miles, £17995, Wrotham Heath, 01732 220555 (TRADE)

1 SERIES, 120d SE 5dr, rj07dyn, climate control, multi-function steering wheel, cd player, push button start, half leather, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, power steering, stability control, multiple airbags, colour coded body, front fog lamps, metallic paintwork, rear wash/wipe, electric mirrors, electric windows, radio, stereo, 16" alloys, efficient dynamics, grey, 0, £10495, Wrotham Heath, 01732 220555 (TRADE)

1 SERIES, 118d Sport 5dr, lg55xzw, air conditioning, climate control, multi-function steering wheel, push button start, cd player, sports seats, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, rear parking aid satellite navigation, airbag power steering radio/cd remote central locking side airbags sports seats steering wheel rake adjustment steering wheel reach adjustment trip computer 1 owner history. ocean blue, 22000 miles, £6000, Croyford, 01322 281525 (TRADE)

1 SERIES, 116i SE 5dr, ye58cxr, climate control, air conditioning, cd player, push button start, multi-function steering wheel, alarm, anti-theft system, central locking, immobiliser, remote alarm, remote central locking, head restraints, height adjustable seat, rear headrests, adjustable steering column, power steering, stability control, traction control, trip computer, abs, child locks, multiple airbags, colour coded body, front fog lamps, metallic paintwork, rear wash/wipe, electric mirrors, electric windows, radio, stereo, centre armrest, efficient dynamics, at Big Motoring World we average over 350 hours contact 07956 158119, aluminium silver, 54518 miles, £11993, Wrotham Heath, 01732 220555 (TRADE)

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FORD

FOCUS, 5, gf59huz, insurance group 7 abs air conditioning alloy wheels audio remote control body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags steering wheel rake adjustment steering wheel reach adjustment traction control trip computer 2 owners history. panther black, 15000 miles, £9483, Croyford, 01322 281525 (TRADE)

FOCUS, 5, ra07hvj, insurance group 6 abs air conditioning alloy wheels audio remote control body coloured bumpers drivers airbag electric door mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags sports seats steering wheel rake adjustment steering wheel reach adjustment trip computer 1 owner history. panther black, 31000 miles, £6000, Croyford, 01322 281525 (TRADE)

FOCUS, 5, e07pnp, insurance group 6 abs air conditioning alloy wheels audio remote control body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags sports seats steering wheel rake adjustment steering wheel reach adjustment trip computer 1 owner history. ocean blue, 22000 miles, £6000, Croyford, 01322 281525 (TRADE)

FOCUS, 5, e054zux, insurance group 7 abs air conditioning alloy wheels audio remote control body coloured bumpers drivers airbag electricdoor mirrors electrically adjustable drivers seat folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd rear electric windows remote central locking roof rails side airbags steering wheel rake adjustment steering wheel reach adjustment moon dust silver, 64000 miles, £4000, Croyford, 01322 281525 (TRADE)

FOCUS, 5, dv57gck, insurance group 6 abs air conditioning alloy remote control body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags steering wheel rake adjustment steering wheel reach adjustment 1 owner history. tonic blue, 33000 miles, £6000, Croyford, 01322 281525 (TRADE)

FOCUS, 5, b07wvz, insurance group 6 abs air conditioning alloy wheels audio remote control body coloured bumpers drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags sports seats steering wheel rake adjustment steering wheel reach adjustment trip computer 1 owner history. sea grey, 30000 miles, £6483, Croyford, 01322 281525 (TRADE)

FOCUS, 5, g02abv, insurance group 5 audio remote control body coloured bumpers drivers airbag folding rear seats front electric windows height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking steering wheel rake adjustment steering wheel reach adjustment 2 owners history. neptune green, 51000 miles, £3283, Croyford, 01322 281525 (TRADE)

FOCUS, 5, g05g0z, insurance group 6 abs air conditioning alloy wheels audio remote control body coloured bumpers cruise control drivers airbag electricdoor mirrors folding rear seats front electric windows front fog lights heated door mirrors height adjustable drivers seat immobiliser passenger airbag power steering radio/cd remote central locking side airbags steering wheel rake adjustment steering wheel reach adjustment trip computer 2 owners history. jean blue, 39000 miles, £6000, Croyford, 01322 281525 (TRADE)

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MONDEO, 2.0 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels automatic transmission bluetooth car kit cd player climate control cruise control drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts heated door mirrors height adj drivers seat, avalon grey, 7731 miles, £17000, Ashford, 0844 826 5918 (TRADE)

MONDEO, Zetec, 2008, abs brakes air conditioning alloy wheels bluetooth car kit cd player electric windows full service history immobiliser metallic paint multiple airbags power steering reverse parking aid tinted glass trip computer curtain airbags remote central locking multi functional tuneport (i-pod and mp3 connection) quickclear windscreen remote audio controls adjustable steering column heated door mirrors height adj drivers seat, thunder grey, 11000 miles, £10480, Canterbury, 0844 856 4494 (TRADE)

MONDEO, Titanium X, 2010, abs brakes alloy wheels bluetooth car kit climate control cruise control diesel drivers airbag electric windows front fog lights full service history heated seats immobiliser metallic paint multi cd player leather interior multiple airbags power steering reverse parking aid satellite navigation split folding rear seats tinted glass trip computer curtain airbags front parking sensors remote central locking auto headlights and wipers multi functional tuneport (i-pod and mp3 connection) quickclear windscreen remote audio controls adjustable steering column heated door mirrors height adj drivers seat, chill, 7000 miles, £19500, Canterbury, 0844 856 4494 (TRADE)

MONDEO, 2.0 Zetec TDCI, 2010, abs brakes air conditioning alarm fitted alloy wheels automatic transmission bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, hypnotic silver, 976 miles, £14000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0, 2008, abs brakes alarm fitted central locking electric windows front fog lights half leather trim heated seats multi cd player, silver, 10 miles, £26500, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels automatic transmission bluetooth car kit cd player climate control cruise control drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags heated door mirrors height adj drivers seat, hypnotic silver, 100 miles, £17000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Edge TDCI, 2010, abs brakes air conditioning alarm fitted cd player diesel drivers airbag electric windows immobiliser metallic paint multiple airbags power steering reverse parking aid traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, ink blue, 2874 miles, £15000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Titanium, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering reverse parking aid traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts heated door mirrors height adj drivers seat, panther black, 25 miles, £17500, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Edge TDCI, 2009, abs brakes air conditioning alarm fitted alloy wheels automatic transmission bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering reverse parking aid tinted glass traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, thunder grey, 15190 miles, £13000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Titanium TDCI, 2009, abs brakes air conditioning alarm fitted alloy wheels automatic transmission bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering reverse parking aid tinted glass traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts heated door mirrors height adj drivers seat, panther black, 7465 miles, £15500, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Zetec TDCI, 2010, abs brakes air conditioning alarm fitted alloy wheels bluetooth car kit cd player climate control cruise control diesel drivers airbag electric windows front fog lights immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, panther black, 7836 miles, £15000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Edge TDCI, 2010, abs brakes air conditioning alarm fitted cd player diesel drivers airbag electric windows full service history immobiliser metallic paint multiple airbags power steering traction control trip computer remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, thunder grey, 14072 miles, £13000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0 Edge TDCI, 2010, abs brakes air conditioning alarm fitted automatic transmission cd player diesel drivers airbag electric windows immobiliser metallic paint multiple airbags power steering reverse parking aid traction control trip computer front parking sensors remote central locking quickclear windscreen remote audio controls adjustable steering column body coloured bumpers 3x3 point rear seat belts height adj drivers seat, hypnotic silver, 976 miles, £14000, Ashford, 0844 826 5918 (TRADE)

MONDEO, 2.0, 2008, abs brakes alarm fitted central locking electric windows front fog lights half leather trim heated seats multi cd player, silver, 10 miles, £26500, Ashford, 0844 826 5918 (TRADE)

MERCEDES

C180 Kompressor, 2009, obsidian black metallic, 13173 miles, £16790, Maidstone, 0844 558 7050 (TRADE)

C180 Kompressor, 2007, indium silver metallic, 25483 miles, £16490, Maidstone, 0844 558 7050 (TRADE)

C200 CDI, SE "2 yrs Free Servicing", 2010, indium silver metallic, 7000 miles, £19990, Maidstone, 0844 558 7050 (TRADE)

C200 CDI, SPORTS SE (REDUCED £560 SAVING), 2007, indium silver metallic, 33930 miles, £12990, Canterbury, 0844 558 7049 (TRADE)

C200 CDI, SE, 2008, tonerite grey metallic, 26000 miles, £17990, Maidstone, 0844 558 7050 (TRADE)

C200 Kompressor, 2003, cubanite silver metallic, 25000 miles, £8990, Maidstone, 0844 558 7050 (TRADE)

C220 CDI, Sport, 2008, palladium silver metallic, 42000 miles, £19990, Maidstone, 0844 558 7050 (TRADE)

MINI

COOPER, Hatchback, 2002, abs brakes central locking electric windows front fog lights, black, 78651 miles, £5500, Ramsgate, 0844 856 4496 (TRADE)

COOPER, 1.6 S, 2004, abs brakes alloy wheels cd player electric windows front fog lights immobiliser metallic paint power steering remote central locking, hyper blue, 34443 miles, £8000, Ramsgate, 0844 856 4496 (TRADE)

COOPER, Hatchback, 2005, abs brakes air conditioning alarm fitted alloy wheels electric windows front fog lights full service history metallic paint power steering tinted glass trip computer panoramic sunroof remote central locking adjustable steering column height adj drivers seat, british racing green, 43036 miles, £9000, Canterbury, 0844 856 4494 (TRADE)

COOPER, 1.6, 2009, abs brakes air conditioning alarm fitted alloy wheels cd player cruise control drivers airbag electric windows front fog lights immobiliser power steering trip computer twin airbags remote central locking isofix child seat points remote audio controls body coloured bumpers, red, 6282 miles, £12000, Ashford, 0844 826 5918 (TRADE)

COOPER, 1.6, 2007, abs brakes air conditioning alarm fitted alloy wheels cd player drivers airbag electric windows front fog lights full service history immobiliser power steering trip computer twin airbags remote central locking remote audio controls body coloured bumpers, black, 7033 miles, £14000, Ashford, 0844 826 5918 (TRADE)

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2003 53 Reg SAAB 9-3 2.0T Aero, 4 Doors, Manual, Saloon, Petrol, 121,170 miles, Metallic Black, Sat Nav, Bluetooth Handsfree Leather seat trim, Radio/CD, Cruise control, Alloy wheels, Immobiliser, Full Electric Pack, Remote central locking, Trip computer, Alarm, Headlight washers, Body coloured bumpers, Rear armrest, PAS, Air conditioning, Anti theft system, Climate Control, Full Service History, Sports seats, Tinted glass..... **NOW £4,195**

2001 Y Reg SAAB 9-5 2.0T SE, 102,941 miles, 4 Doors, Automatic, Saloon, Petrol, Metallic Grey, 4 Owners: Heated door mirrors, ABS, Radio/CD, Rear headrests, Cruise control, Folding rear seats, Alloy wheels, Immobiliser, Side airbags, Leather upholstery, Front electric windows, Electric door mirrors, Rear electric windows, Remote central locking, Drivers Airbag, Trip computer, Leather seat trim, Air conditioning, Radio/Cassette, Traction control, Body coloured bumpers, PAS, Climate Control, Service indicator, Electric mirrors, Remote locking..... **NOW £2,795**

2000 W Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners: Central locking, Folding rear seats, Trip computer, Passenger Airbag, Steering wheel reach adjustment, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Radio/Cassette, Air conditioning, Service indicator..... **£2,495**

1998 R Reg SAAB 9-5 2.0T, 4 Doors, Manual, Saloon, Petrol, 116,963 miles, Metallic Red, 2 Owners: Radio/CD, Service indicator, Child locks, Part Service History, Alloy wheels, Anti theft system, Central locking, Child seats, Colour coding - Body, Computer, Cruise control, Driver Airbag, Full Electric Pack, Heated seats, Leather seats, Metallic paintwork, Multi function steering wheel, Navigation system, Park distance control, Passenger airbag, Power assisted steering, Radio, Rear armrest, Remote locking, Side airbags, Sideskirts, Spoiler, Sunroof, Telephone, Tinted glass, Traction control..... **£1,695**

R Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 1998, 68,678 miles, Black, 1 Owner: Rear air conditioning, Cloth upholstery, Immobiliser, Part Service History, Remote locking, Service indicator, Electric door mirrors, ABS, Adjustable seats, Adjustable steering column/wheel, Air conditioning, Alloy wheels, Anti theft system, CD, Central locking, Electric mirrors, Alloy wheels, Foglights, Head restraints, Headlight washers, Heated seats, Metallic paintwork, Passenger airbag, Power assisted steering, Rear armrest, Side airbags, Steel wheels, Sunroof, Tinted glass, Wheel trims..... **NOW £1,695**

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You can also apply for a car on behalf of a child aged three or over, who is entitled to the mobility component of Disability Living Allowance.

There are several finance options available to you if you are looking to get a vehicle for a disabled driver:

- Contract hire – you can lease a new car from a Motability Accredited dealer for at least three years if you have 12 months or more of your Disability Living Allowance 'award' remaining. If your award is not renewed during the full length of your chosen scheme, your car will need to be returned. At the end of the period, the car is returned to Motability Operations.

- Ninety five per cent of Motability customers choose contract hire which offers:

- A new car of their choice from more than 4,000 every three years

- Insurance and personal accident cover

- Servicing and maintenance

- Full breakdown assistance from RAC

- Free replacement tyres fitted by Kwik-Fit

- Window or windscreen replacement at no extra cost.

- Hire purchase – enables you to buy the car you want and this can be a new or used car. You are responsible for negotiating the purchase price with the dealer and arranging and paying for comprehensive insurance, breakdown recovery, your car tax disc, servicing and repairs.

How all of it works



RACY: Seat has one of the sportiest MPVs in the UK – the Altea



PRACTICAL: Citroën's C3 Picasso shows that MPVs can be stylish as well as practical



STYLE: Alfa Romeo's eye-catching MiTo offers the driver that classy sporty Italian style many are after, but with the low running costs of a supermini

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Electric windows • Cruise control • iPod/MP3 connection • Bluetooth phone system • Front fog lamps

Under the Motability Contract Hire Scheme for new cars, a driver can get the use of a brand new Lancer Hatchback 2.0 DI-D GS2 for 3 years at EN11 AP and ETotal Allowance Weekly Rental. Or a driver can get the use of a brand new Colt C22 3 door or 5 door for 3 years at EN11 AP and Weekly Rental from £49.85. The facilities offered are for the hire (bailment) of goods. The Motability Contract Hire Scheme is administered by Motability Operations Limited (Registered Company No. 1373876), City Gate House, 22 Southwark Bridge Road, London, SE1 9HB. Offer valid from 1st October – 31st December 2010. To qualify you must be in receipt of the Higher Rate Mobility Component of the Disability Living Allowance which will be taken in lieu of the monthly rental. Full written details, including terms and conditions, are available on request from your local Mitsubishi Dealership or Motability Operations Limited. Models shown for illustrative purposes only. All prices correct as at 1st October 2010.

Lancer 2.0 DI-D GS2 fuel consumption in mpg (ltrs/100km): Urban 34.4 (8.2), Extra Urban 56.5 (5.0), Combined 45.6 (6.2), CO₂ emissions 163 g/km. Colt C22 range fuel consumption in mpg (ltrs/100km): Urban 44.1 - 36.7 (6.4 - 7.7), Extra Urban 64.2 - 56.5 (4.4 - 5.0), Combined 55.4 - 47.1 (5.1 - 6.0), CO₂ emissions 119 - 143 g/km.

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- Breakdown recovery
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CROSSOVER: Mitsubishi's ASX is one of a new crossover breed of car marrying the benefits of off-roader styling, MPV practicality and family hatchback running costs

Getting extra help

MOTABILITY can sometimes offer financial help towards the cost of a suitable car, adaptations, driving lessons or a Wheelchair Accessible Vehicle.

Grants average nearly £20 million a year, helping some 5,000 customers with their mobility needs. There are several sources:

• Charitable Grants

Funding for charitable grants comes from Motability's fund-raising activities and the Motability Tenth Anniversary Trust, to provide help towards:

- 1) Advance Payments on standard production cars.
- 2) Adaptations: such as hand controls, swivel seats, wheelchair hoists.
- 3) Driving Lessons: customers aged between 16-24, and in receipt of the Higher Rate Mobility Component may be eligible for help towards the cost of driving lessons.

• Government grants

Motability also administers funds on behalf of the Government for people who need a heavily adapted car, often a wheelchair accessible vehicle. There are three possible sources:

The Specialised Vehicles Fund: for people who need a wheelchair accessible vehicle, either as a driver or passenger.

War Pensioners: people receiving the War Pensioners' Mobility Supplement and qualifying for a Motability car, may be eligible for a grant from the Service Personnel and Veterans Agency, based on medical records.

If this requires a vehicle or adaptations costing more than the standard grants available, an application can be made to Motability for help.

Ex-Invalid Vehicle Service Holders: Motability also deals with applications from customers who previously drove a three-wheeled, blue 'trike', or other Government vehicle.

THE ALFA MITO. YOURS FOR...WAIT, THAT CAN'T BE RIGHT.



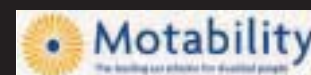
Alfa MiTo 1.4 16v Junior

47 monthly payments	£165.00	Optional final payment (inc. £295 fee)	£4,232.00
On the road cash price†	£11,935.00	Total amount payable	£13,487.00
Customer deposit	£1,500.00	Contract mileage	6,000 per annum
Balance financed	£10,435.00	Excess mileage charge	6p per mile

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Model shown, 1.4 16v Veloce at £14,645 OTR including optional Metallic Alfa red paint (£410). Range of official fuel consumption figures for the Alfa MiTo range: Urban 34.9 – 51.4 mpg (8.1 – 5.5 l/100km); Extra Urban 58.9 – 78.5 mpg (4.8 – 3.6 l/100km); Combined 47.1 – 65.7 mpg (6.0 – 4.3 l/100km). CO₂ emissions 139 – 112 g/km.

†On the road price includes 3 year Allcare Dealer warranty, 12 months road fund licence, vehicle first registration fee, delivery, number plates and VAT. Figures and prices are correct at time of print. Vehicles must be registered before 31st December 2010. Offer subject to status, a guarantee and/or indemnity may be required. Further charges may be made subject to the condition of the vehicle if the vehicle is returned at the end of the finance agreement. Offers may be withdrawn or amended without prior notification. Alfa Romeo Financial Services, PO Box 108, Leeds LS27 0WU. See www.alfaromeo.co.uk for full terms and conditions.



ACHIEVEMENT: Alfa Romeo's Giulietta family hatchback (left); Mitsubishi offers one of the most practical superminis (right); and (below) Proton's dual-fuel (petrol and LPG) GEN-2

Adaptability options prove popular

APPLICATIONS for cars with adaptations on the Motability scheme have soared over the last few years.

The rise followed changes to include the most popular adaptations within the Motability car lease at no extra cost; under previous arrangements the most popular adaptation, hand controls, would have cost more than £300.

Many other adaptations are available at more affordable levels. A Motability spokesman said:

"Making the Motability scheme more affordable for those who have the greatest mobility requirements is a major achievement.

"As well as better value adaptations, customers will find that a selection of Wheelchair Accessible Vehicles (WAVs) are now available with no advance payment.

"This is a key part of a key drive to make the scheme more accessible for those who need adapted or 'drive from' wheelchair cars."

Increased dedicated training for dealers is also available; seminars for car dealers now include helping them manage requests for adaptations

as part of everyday transactions.

The spokesman added: "The Motability Scheme now offers over 84 per cent of all adaptations required by our customers and these are available to order at the same time as choosing a new car.

"One easy process allows customers to receive their new car ready fitted with the required adaptations and there are no additional hold ups to getting on the road."

Further extensive adaptations are available at more affordable rates and manufacturer-fitted adaptations are an option when ordering a new car.



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SEAT LEON S 1.6 TDI at £0 AP



SEAT EXEO S 2.0 TDI 143PS at £299 AP
SEAT EXEO ST S 2.0 TDI 143PS at £599 AP

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Models shown for illustration purposes only. To qualify for this offer you must be in receipt of the Higher Rate Mobility Component of Disability Living Allowance or War Pensioners' Mobility Supplement. Advance payment (AP) valid for applications to Motability for 1st October to 31st December 2010. *Model not illustrated. Official fuel consumption for the SEAT range in mpg (litres per 100km); urban 25.4 (11.1) - 57.6 (4.9); extra-urban 42.8 (6.6) - 94.2 (3); combined 34.9 (8.1) - 76.3 (3.7). CO2 emissions 92 - 196 g/km.

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WE ARE promoting our Business Week Live show taking place on Wednesday, so get registered now so you can network, hear great speakers and gather top tips on thriving in difficult times.

Look out too for an insight into how the legal profession is coping with change – Warners partner and chairman David Wilson is my Big Interview subject.

**STEVE LOADER** BUSINESS EDITOR

TELEPHONE: 01303 817029

EMAIL: steve.loader@kosmedia.co.uk**KEY PARTNERS****SUPPORTED BY**

Chamber chief Frost offers warm outlook

By **STEVE LOADER**steve.loader@kosmedia.co.uk

CHAMBERS of Commerce chief David Frost delivered an upbeat economic message to lift members of Kent's largest local chamber.

"It is difficult to see anything that is not working in this locality's favour to take full advantage of economic recovery," he told the AGM of the Kent Invicta Chamber in Ashford.

The director general of the British Chambers of Commerce (BCC) singled out the availability of land ready for development and the communications advantages, especially the high-speed rail link.

He said: "I came here on the Javelin and it took me less time than many rail travel journeys to London suburbs."

He also went on the offensive against those who would contradict the BCC's own surveys, which show the economy recovering relatively strongly.

"There is too much negativity," Mr Frost said. "There is no evidence of a double dip recession

and our surveys suggest that growth is stronger than projected."

He considered the overall outlook "pretty positive" and the possible impact of public services cuts was being overdone.

He also saw positive aspects of the comprehensive spending review, including provision for investment in infrastructure and encouragement for manufacturing and exporting.

However, Mr Frost identified many areas where the coalition Government must act to help private sector development if it is to drive a strong economic recovery and help absorb the inevitable job losses in the public sector.

These include employment legislation, immigration policy and a more liberal planning policy. He also said it was important to face up to challenges from overseas, especially from emerging powers such as China, a country he had visited recently and was impressed with the investment in infrastructure and development.

It is the BCC's role, he said, to help businesses to overcome impediments to growth, and to represent their needs. "If necessary, to encourage the Government to get out of the way, and allow the private sector to get on with the job," he said.

**UPBEAT MESSAGE:** David Frost of the BCC

Twig Trading going for growth



BRITAIN'S battered economy hasn't held back a Kent company as it goes on to compete for a top business accolade.

Landscaping and countryside management firm Twig Trading struck lucky when it won a contract with Thanet Earth, the UK's largest, most hi-tech greenhouse complex, where Twig planted 15,000 trees in just three weeks.

Twig Trading, based at Lamberhurst, near Tunbridge Wells, has now won Business of the Year in London and the South East.

The company will now battle for the national trophy in the British Chambers of Commerce's Chamber Awards 2010 later this year.

Jo James, chief executive of Kent Invicta Chamber of Commerce – pictured, left, with Miranda Eyre of Twig Trading – said: "It's exciting and gratifying that another of our members has won this prestigious BCC award, following on from a win in our own Business Awards."

"Last year it was Sunray Engineering, who went on to take third place in the BCC national finals."

"We promote our awards to celebrate business excellence. With Twig Trading scooping this award, and with the chance to take it yet further in the national finals, I think this all goes to prove that our area, and, of course, Kent Invicta Chamber especially, has a wealth of business excellence."

Court rejects French challenge to fleet upgrade

EUROSTAR has batted away a court challenge from French firm Alstom caused by the Channel Tunnel high-speed train operator placing an order with rival German train maker Siemens.

The row blew up after Eurostar announced a £700 million upgrade to its fleet as part of an expansion of services. The current fleet of 28 trains built by Alstom will be upgraded, but a further 10 all-new trains with 20 per cent more capacity will come from Siemens.

Alstom chose to challenge the scheme, alleging the new trains would breach safety regulations for the tunnel and Eurostar failed to follow procurement rules.

But a High Court judge rejected the French firm's appeal and Eurostar issued a statement afterwards: "We are very pleased that the situation has been resolved and we can proceed

**TUNNEL VISION:** Upgrade is back on track

to signing the contract for our new fleet of trains with Siemens.

"We have always been confident that we conducted a rigorous tender process and have chosen the best trains for our passengers."

"With our current fleet upgraded and our new fleet of trains in place we will be able to offer our customers a real alternative to taking the plane for short-haul European travel."

Eurostar's ambitious plans follow clear signals from other European operators and consortia, notably German national carrier Deutsche Bahn, that they are also looking at expansion of their networks via the tunnel.

And the prospect of an image-led transatlantic airline-style war has been raised by Eurostar's announcement that it will use legendary Italian car design house Pininfarina to create a striking new identity for the expanded fleet.

It has been touted as "a contemporary, stylish environment in which passengers can work or relax" and offering "the most advanced wi-fi and on-board 'infotainment' on any train in Europe."

Comment

HARD on the heels of moaning about a lack of strategy for small businesses within the comprehensive spending review, PM David Cameron has made an appointment.

David Young or Baron Young of Graffham – Maggie Thatcher's trade secretary in the Eighties – has been asked to slash the red tape that so many Kent business chiefs called for via our spending review coverage.

The PM has also told him to use the unpaid post to conduct a brutally honest review of business start-up strategy and come up with wholesale changes if necessary, to help private sector firms or new starts mop up the half-million public sector redundancies ordered under the spending review.

It's the fighting talk many small to medium firms across county and country wanted from the CSR itself, especially when this sector accounts for 60 per cent of UK jobs and half of economic output – figures that are even higher for Kent.

But can the veteran Tory grandee walk that talk? On the face of it, he's a low-key replacement for Labour's robust enterprise tsar Lord Alan Sugar who was, in a manner of speaking, taken out and shot when the coalition took office – the tabloids seizing upon the Amstrad boss's famous 'You're fired' catchphrase from his hit TV show, *The Apprentice*.

But there are clues from Lord Young's earlier political career suggesting he may be just as tough as Sugar when it comes to the crunch, as it did on the Conservatives' 1987 election campaign. During a disagreement with Norman Tebbit – no softie himself – he allegedly grabbed Tebbit by the lapels to make a point.

He also had a reputation as an innovative thinker during the Thatcher years, having proved his worth as a businessman by building a property and construction empire.

Hopefully, he will also have the PR nous to shun the title of tsar, a label used by Labour but contradictory for a party whose leader intoned statistics like a Soviet commissar reading out five-year plan for tractor production figures.

BUSINESS EDITOR, STEVE LOADER



FAST-growing Poundland used soap power to boost the opening of a new store in Orpington.

Emmerdale actress Lucy Pargeter – pictured right – who plays Chastity Dingle in the ITV show, opened the doors, posed for pictures and signed autographs at the newest outlet in Poundland's 300-store chain. Poundland appears to have a winning formula for straitened times and has put its 'everything for £1' money where its mouth is by committing to open 50 extra stores during the 2010-11 financial year, creating 2,000 new jobs.

Inca's £500k investment

ENGINEERING firm Inca Geometric is investing half a million pounds in new technology and creating five jobs at its plant near Canterbury, **writes Steve Loader.**

More than 50 years old, Inca makes metal components

for vehicles, industrial appliances and heavy machinery, and is even involved with a new anti-aircraft gun.

Among the new jobs being created at Inca's plant at Bolts Hill, Chartham, are a skilled programmer and operator for new hi-tech machinery being installed to meet increased demand in a highly competitive market, according to Inca's joint MDs and sister and brother, Ann and Mike Cain.

The new equipment will have 60 different tools programmed into it, avoiding the need for constant supervision or adjustment.

Trials indicate it will save up to 60 per cent of the time previously spent on some jobs and can multi-task in the machining of a component, allowing customer demands to be more quickly fulfilled yet still to a high standard.

Specialised

The machine is known as an Eagle HMB-4 and Ms Cain said: "The ability to run unmanned over long cycles was an important factor in selecting this machine."

Inca Geometric was founded in 1956 and specialised in the design and manufacture of multi-drill heads.

In 1962 it expanded into special purpose machine tool development leading to major projects with many blue-chip companies in the UK and overseas within the automotive, agricultural, power generation, oil and gas, pump and valve sectors.

To view this clip, log on @ www.businessforkent.co.uk



What people are saying about Business Week Live, at the County Showground, Detling, on Wednesday, November 10, from 9am to 4pm – the essential B2B event.



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EUROTUNNEL has been awarded the prize for Leadership in Sustainable Development by Europe's leading transport and logistics periodical, International Freight Weekly (IFW).

The company beat major international organisations including American Airlines Cargo, CMA CGM, Hellman UK, Samsung Heavy Industries, and Wallenius Wilhelmsen Logistics. The judges, composed of transport and logistics experts, recognised Eurotunnel's continuing commitment to sustainable development.

Key accolades were:

- Channel crossing without any contact with the marine environment.
- A transport system powered by electricity, with a far smaller carbon footprint than competitors.
- Policies that target energy reduction, waste management, water treatment and noise control.
- A site in Coquelles, France, that generates electricity from renewable sources.
- A track record for the preservation and maintenance of biodiversity.
- Continuous promotion of environmental awareness to customers, suppliers and staff, promoting environmental awareness.

SHEPHERD Neame has been named Small Visitor Attraction of the Year in the Beautiful South Awards and picked up a silver in the Flavour of the South East category.

The Tourism South East awards celebrate the best in quality, innovation and service in the sector. In addition, the Flavour of the South East silver recognised the provenance of the Faversham brewery's distinctively hoppy beers and the quality of its visitor centre and guided brewery tours.

Sheps' visitor centre manager Graham Hukins said: "This is a great boost for the team, especially when competing in such a large region."

The brewer will now represent the Beautiful South at the Enjoy England Awards for Excellence in April.

FRESH produce distributor RW Simpson Transport has sold its south operation to Kent-based Fresh Service as part of a new co-operative venture.

Under the deal the Sheffield and Peterborough-based firm, which delivers to supermarket chains including Morrisons and Tesco, cedes it Paddock Wood and Sheerness depots to Fresh Service, allowing both firms to create a more balanced and cost-effective distribution operation.

KENT entrepreneur Mark Pullinger has been appointed a non-executive director of Charing-based creative agency The Wow Factory.

Mr Pullinger, 40, began his career in retail management with Safeway – now part of Morrisons – before training as an independent financial adviser and establishing his own practice at just 27. Since then he has been involved in some of Kent's most successful companies, including the Michelin-starred Thackeray's restaurant in Tunbridge Wells, the Regal group of estate agents and independent financial advisers, as well as in fashion, retail and property development.

SEVENOAKS-based Principal Investment Management, the private client portfolio specialist, is a finalist in this year's Citywire Wealth Manager Awards. The nomination is for the Advisers Choice Awards 2010 – Small Firms category.

CEO Hugh Titcomb said: "It's fantastic to be short-listed and an endorsement of our business strategy and service. We pride ourselves on the strong working relationships we have with our financial advisers and it's great to know we're doing the best possible job for our clients."

BANKING giant HSBC will help make next year's Open golf championship in Sandwich one of the world's most high-profile sporting events after being named as a patron of the tournament.

The agreement means the company will be official banking partner of The Open, which returns to Royal St George's from July 14-17, 2011.

The Open will attract thousands of visitors and provide a multi-million-pound boost to the east Kent economy.

Peter Dawson, the Royal and Ancient Golf Club's chief executive, said: "The Open is golf's oldest major championship, and its most international."

"For years the R&A has looked to establish relationships that help golf's growth globally. So a partnership with 'the world's local bank' is a natural progression."

HSBC has been at the forefront of the expansion of the game in the Far East, with the creation of the HSBC Championship in China, Asia's first world golf tournament.

It has also created a programme of grassroots activity across China designed to increase interest in the game.

Giles Morgan, group head of sponsorship at HSBC, said: "Golf

EXCLUSIVE

By NICK AMES

editorial@kosmedia.co.uk



Picture ADY KERRY

TOP HOLE: Ben Curtis won The Open at Sandwich in 2003

sponsorship continues to be an important investment tool for us. This partnership is an opportunity to take our activity with professional and grassroots golf in both established and emerging markets to a new level."

Link is back in business

CLOUDS over the future of Government-funded start-up operation Business Link were lifted this week.

Doubts had crept in after the coalition Government announced the axing of Business Link's funder, the South East England Development Agency, which gives way soon to a new local enterprise partnership (LEP) covering Kent, Essex and East Sussex.

But the reformed Business Link had to face an undisclosed budget cut and 'focus' its support services, with immediate effect.

Business Link's South East chief executive Graeme Sibley said: "I'm pleased that despite having to make substantial savings the

reshaped service is continuing to provide local business owners and managers with free, easily accessible and impartial information and will now enable us to concentrate our adviser-led intensive support where it will deliver the greatest impact for local economies.

"Our new approach presents a more targeted, in-depth service to support ambitious and growing enterprises. There have been difficult decisions to make and a great deal of thought has been given to the most effective way to focus resources."

"But the steps we've taken to provide front-line support where it can have the greatest impact give us a clear focus for the future."



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Fencing firm champions gate safety campaign

JACKSONS Fencing is championing a national campaign to make automated gates safer, following the deaths of two children this year.

Richard Jackson, chief executive of the firm, based at Stowting, between Hythe and Canterbury, has hand-delivered a petition to 10 Downing Street and was accompanied by relatives of two children crushed to death in incidents involving such gates in Manchester and Bridgend, Wales.

He was joined by MPs from the victims' constituencies and by Maidstone and the Weald Liberal Democrat spokesman Peter Carroll, who also chaired a recent gate safety summit.

The summit gathered representatives from a cross-section of companies and organisations in a bid to kick-start a programme to improve awareness on gate safety and ensure everyone – from the trade to the public – understands and complies with regulations for automated gate safety.

Mr Jackson – whose firm did not supply any of the gates involved in the accidents – said: "There needs to be an improved interpretation of the safety measures in place and we need to lobby for tighter controls which will impact on any person looking to specify, manufacture or install an automated gate.

"We also want the public to be



SAFETY FIRST: Richard Jackson

more aware of what constitutes a safe gate. We are appealing to the Prime Minister, as the head of Government and as a father himself, to ensure the appropriate action is taken to prevent any further tragic accidents."

In addition to the two deaths this year, a further three accidents involving children becoming trapped in automated gates have been reported, with the victims narrowly escaping serious injury.

In a recent random survey of 67 gates, conducted by Jacksons Fencing, none were fully compliant with the official guidelines.

One step ahead in

Law firms can still suffer a Dickensian image epitomised by the infamous and near interminable Jarndyce v Jarndyce lawsuit in the great Victorian novelist's Bleak House. By pleading the opposite though, do they then risk losing the gravitas and trust that many have spent centuries building?

It's a case that could rumble on just like J v J, but business editor **STEVE LOADER** cross-examined David Wilson, chairman of west Kent-based law practice Warners, to get a balance of prosecution and defence in what is actually a fast-changing business.



DAVID WILSON

DAVID Wilson exudes the sort of calm that a troubled client wants to see in the lawyer solving his legal problems. So he doesn't rage and shout when he tells you about dramatic changes that have shaken up a profession he clearly feels deeply for.

But since he gained his law degree in 1977 he has seen governments throw away the long established Legal Aid system and encourage the rise of a 'no win no fee' culture – moves that have changed the face of businesses like Warners, where he is a partner and chairman. The firm employs 110 people across offices in Bank Street, Tonbridge, and South Park in Sevenoaks, and is proud to trace its roots back to 1785 when George III was on the throne.

But a smart website using the strapline 'modern thinking – traditional values' and even including a Warners Online feature where customers can log into a range of basic, cost-effective services and documents, is testament to the way it has had to embrace change.

"We used to do a lot of Legal Aid work, which stopped in 2000," explained Mr Wilson. "And with colleague Robert Twining, I had also built up considerable expertise in personal injury work, which has all but disappeared.

"This has become commoditised within an extremely competitive market, taken over completely by 'big factory' law firms and the insurance industry. Our diet at Warners of personal injury work over the past few years has been picking up the pieces when clients have been funnelled

KOS media BUSINESS WEEK THE BIG INTERVIEW

towards a panel solicitor. I had one client who had a panel solicitor in the far North, was very unhappy with the service she was receiving and jumped ship.

"But we are not in the business of putting great big personal injury adverts in Yellow Pages or on TV. That would devalue what we are trying to achieve. There have also been a lot of non-lawyer outfits who have muscled in with some gusto, but clients who have been persuaded to go that way have found the service unsatisfactory – getting the call centre runaround and a different person every time they ring up – issues that have made clients come back to us."

But Mr Wilson, 55, agreed the sharp competition has also toughened traditional practices such as Warners: "We're not shy about taking work away from other practices because it's dog-eat-dog out there. Similarly, we pay constant attention to our client base and those we think may be lured away."

Despite all this re-invention, he agreed that Warners

DAVID WILSON'S CV

- 1977 – after gaining his law degree at Manchester University, became trainee solicitor at Martin Tolhurst, Gravesend
- 1979 – assistant solicitor at Waltons and Morse, London
- 1981 – assistant solicitor at Warners, becoming a partner in 1984 and then joining the firm's management board in 2010 and assuming chairmanship

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the legal minefield



THAT WAS THEN: Outside the old Tonbridge High Street offices in 1984, from left, Martin Galvin, David Wilson, Mark Rosser and Michael Armstrong

was a remarkably robust business which he regards as “the premier law firm in Sevenoaks and Tonbridge” though it does have clients further afield and does not rule out expansion. “We have a strong private client presence that has been built up over generations,” said Mr Wilson. “That’s a massive strength and our other one is a massive will bank.”

The firm has also been able to draw on expertise in the farming sector. “We are in the heart of the agricultural community and, of course, as part of the heritage of the firm we have looked after some of the wealthier families within Kent for over 200 years,” said Mr Wilson, adding that fellow partner Steve Colville had spearheaded an initiative in a sector where farmland prices and demand was booming and generating associated need for agricultural tenancies and employment. Like many in his profession, he also expected the recent rush of employment litigation generated by slimming down the banking and insurance industries to be followed soon by work arising from public sector cuts, but added cautiously: “It hasn’t materialised yet.”

The other area of possible change and growth is alliances with other professional firms, and notably accountancies: “We have good relationships with some pretty solid accountancy practices, but whether that progresses any further I just don’t know.”

Asked about his own ambitions, he answered simply: “To drive Warners forward and make it even more successful than it already is. If you don’t have that sort of ambition you are in the wrong game.”

He has been with the firm most of his professional life. After graduation, he trained in Gravesend, where he was born and bred, and then worked briefly in



THIS IS NOW: Partners gathered outside the modern day premises in nearby Bank Street, from left, David Wilson, Mark Davis, Martin Galvin and Mark Rosser

London, but hated commuting. Arriving at Warners, he relished the court work arising from the Legal Aid system: “Unfortunately young lawyers don’t get that kind of exposure now where you get chucked in the deep end and have to think on your feet,” he said.

David and his wife, Nichola, have a daughter, Sophie, 13, and son, Oliver, 10, and the time-honoured clash of music tastes is already occurring. David has a deep knowledge of soul, reggae and ska, but said: “My kids think I should be listening to more Lady Gaga.”

He also enjoys driving – he has a sought-after 1980s VW Golf GTI 16v as a ‘holidays and high days’ car – and is a keen runner, tennis player, swimmer and golfer.

DAVID’S TOP TIPS

- Be a good listener – “You must listen and absorb the brief to be a good lawyer, but the rule applies in any professional situation – don’t be too quick off the mark. Some lawyers are so eager to impress with their legal knowledge they end up talking over the client – something you must never do.”

- Presentation is everything – “It might sound old-fashioned now, but dressing appropriately, clear delivery – sounding your consonants – and attention to detail are all vital to being taken seriously as a professional.”

- Take up running – “Running is an antidote to sitting behind a desk every day. It’s a great stress-buster and I tend to get lethargic when I don’t exercise.”



HIGH POINT: Warners’ HQ in Bank Street, Tonbridge. The firm employs 110 people in Kent



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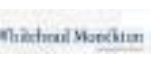
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A mixed bag, but caution remains

DEMAND for commercial property remains patchy in Kent and the region, according to the Royal Institution of Chartered Surveyors.



Simon Rubinsohn

RICS chief economist Simon Rubinsohn said: "We are seeing a mixed picture for the commercial property sector in the South East.

"The year started positively, but falling stock markets, worries over the impact of spending cuts and the sustainability of the recovery appear to be creating an air of caution,

By **STEVE LOADER**

steve.loader@kosmedia.co.uk

which is impacting on the sector.

"Nevertheless, providing the economy continues to grow and the inflation picture does not justify a sharp uplift in interest rates, the likelihood is that the commercial property market will avoid a meaningful relapse into recession."

Roger Miller, of Tunbridge Wells chartered surveyors Michael Rogers, said: "The market remains fragile with increased uncertainty about spending cuts and their impact."

A RICS survey showed the Kent and South East region was the only one in the UK over the third quarter of 2010 where surveyors reported occupier demand rising, with the net

balance moving to +3 per cent from -11.

Demand also stabilised across the retail and industrial sectors – badly damaged by the recession – and the former even bucked the national trend and became the only region where surveyors reported increasing interest in shop units (+7).

However, surveyors report that concerns over the economy have prompted a more cautious attitude from firms nationally when making investment decisions, which is impacting across the property market.

And there are signs of the fragility of confidence even in the South East. Retail capacity actually fell, with eight per cent more surveyors reporting falls rather than rises in retail availability, down from 17 per cent more during the previous three months.

Landlords also know they have to make concessions to secure a letting. Eleven per cent more surveyors reported an increase rather than decrease in the value of inducements offered by landlords in the region. The retail sector saw the most inducements.

And new developments are also falling across all South East sectors – the retail and industrial arenas showed the biggest fall in starts, with the industrial sector recording a net balance of -30.

Despite the South East's more positive market in comparison with other parts of the UK, chartered surveyors are also pessimistic about commercial rent levels, with 14 per cent more expecting rents to fall rather than rise over the next three months, an increase from 21 per cent more in Q2.

BLUE-SKY THINKING:
Canterbury Innovation
Centre will be officially
opened on Thursday



Hi-tech centre of attention

OFFICE workshop and studio accommodation for hi-tech and IT and multimedia businesses is being opened in east Kent this week.

Canterbury Innovation Centre opens officially in the city's University Road, off St Thomas's Hill, on Thursday.

The £7.5 million building was funded by the South East England Development Agency (Seeda) and managed by Basepoint on behalf of East Kent Spatial Development Company (EKSDC).

The centre first opened its doors in November, 2009, and is now home to more than 40 companies, which already occupy 65 per cent of the centre.

The opening event will showcase the centre and mark its success to date. Speakers will include Basepoint executive director Brian Andrews, Canterbury City Council leader Cllr John Gilbey, Seeda chief executive Pam Alexander, and international entrepreneur and Kent ambassador Graham Webb.

Clean up commercially

MANUFACTURERS wanting to clean up their act can call in a funded Low Carbon Innovation training course and other on-site advice to boost their environmental skills and efficiencies.

Leading environmental strategist Olive Consulting has teamed up with the Government-funded Manufacturing Advisory Service (MAS) South East to offer a package for SMEs looking to save money and gain highly competitive environmental credentials.

Programme manager for MAS South East, David Caddle, said: "It is important that the manufacturing community is equipped with the capabilities and skills to take advantage of the potential benefits as the world moves towards a low carbon future, and MAS South East is ready to support those companies to take advantage of job creation and growth."

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CHAMP: James Evans won under-15 UK title

Squash – a whole new ball game for Kent's youngsters

A COUNTYWIDE youth squash development programme is being planned to capitalise on the interest generated at this year's Kent Open.

The professional tournament, held at The Mote Squash Club in June, was accompanied by a festival which saw 300 schoolchildren given a taste of the sport. As a result the county has since formed an under-11 side, which will provide a foundation to older age groups.

It is now hoped a plan can be launched to make the sport more accessible to youngsters.

A meeting was held with England Squash last week to discuss funding for the £10,000 scheme, which would be used to increase the number of qualified coaches in the county.

Alan Thatcher, chairman of Kent Squash & Racketball, believes it would have a big impact if approved.

He said: "It's all about numbers; if we want success and to keep clubs healthy we need to keep them busy. Instead of leaving courts empty during the day we want to fill them with kids, but to deliver that we need more coaches qualified to do it. The focus is on getting the funding from England Squash, who have been very positive so far."

The county's youth section is already producing some excellent players.

Last weekend The Mote's James Evans won the national boys' under-15 title in Manchester, beating the top seed in the final.

The 14-year-old, ranked second in Kent's under-19 squad, has made huge strides this year, leading to an England call-up.

Thatcher said: "James has worked so hard this year and thoroughly deserves everything he has achieved."

Amelia Henley, from Rodmersham, finished runner-up in the girls' under-13 final.

Mansell to make a Brands return for Beaujolais Run

EX-FORMULA One world champion Nigel Mansell (pictured) returns to Brands Hatch later this month to start The Beaujolais Run.

The event is a navigational shootout through a cryptic checkpoint course, which begins at a location in the UK and ends in Burgundy in France.

An estimated 40 cars will take part in the trip which will be launched at the Kent circuit on November 16, by 1992 F1 world champion Mansell.

The 38th edition of the run will have two winners, with honours going to the teams which raise the most funds for charity and clock up the least amount of miles.

All proceeds will go towards the Henry Surtees Foundation.

Edenbridge-based motor racing legend John Surtees, who is the patron of the event, lost his son Henry to a freak Formula Two accident at Brands Hatch last year.



Driving around a track for a couple of hours in a high-performance car, how hard can it be? We sent intrepid sports reporter **TOM HOWARD** to Brands Hatch to find out...



SHOTGUN: Tom (left) sits with Steve Kane

BEING a life-long petrol-head I've admired the skill of professional racing drivers from my armchair or the press box, but a white-knuckle ride around Kent's Brands Hatch gave me an altogether different experience.

For the last three years I have been following Motorbase Performance, a team based in Wrotham, near Sevenoaks, who compete in the popular British Touring Car Championship (BTCC) and Porsche Carrera Cup.

An invitation to experience the power of their BMW saloon and Porsche cars, used in both series, was something I wasn't going to pass up, even though I was a bit apprehensive on the way to the West Kingsdown circuit.

Motorbase, who burst onto the scene in 2004, have enjoyed their most successful season to date this year, winning the Porsche Carrera Cup team title. They also won two races and collected another 12 podium finishes in the BTCC.

Over the years they have become one of the most popular teams in the paddock and are most definitely a force to be reckoned with on the track, as I found out first-hand.

After signing a waiver – which is always slightly nerve-racking knowing how easy things can go wrong in motor racing – I was ready, or so I thought. How hard could it be?

As it turns out the team's drivers, Mat Jackson, Steven Kane and Porsche specialist Michael Caine, were not out for a leisurely Sunday drive, but were instead extremely keen to show me, in the passenger seat, just how fast they are behind the wheel.

For people new to the BTCC, the cars look on the outside like a regular road-going saloon cars, but underneath they are stripped-out rocket ships, which can reach a top speed of 140mph in very little time at all.

After equipping myself with a crash helmet I climbed inside the car and was met by Kane, a highly-talented Northern Irishman who finished runner-up in this

Petrol-head Tom left petrified as he gets ride of his life at Brands



Pictures: PETER STILL

FLASH: Michael Caine, one of the top Porsche drivers, terrified our man at Brands Hatch

year's independent drivers' title race.

To make things that little more worrying for yours truly I noticed, as we edged out of the pit lane, that we were heading towards Brands Hatch's famous 1.2-mile Indy circuit and that there were other cars to contend with on the track.

The first thing that hit me as we made our way to the track was how violent the acceleration and gear changes were, it really throws your head back against the seat.

Kane put his foot down and we completed six laps of one of the most challenging circuits in the world in a matter of minutes.

Brakes

Probably the most exhilarating – or frightening – aspect is how the driver has no fear turning into a blind corner (Paddock Hill bend) at speeds well in advance of the national speed limit.

It's mind-boggling, but I see why they do it – the adrenaline rush is immense.

We soon entered the pits and enjoyed a brief rest before I was taken out in the 420-horse power monster, otherwise known as a Porsche Carrera Cup car. If I thought the

touring car was fast I was about to be blown away in one of the fastest and most powerful vehicles to race in Britain.

My driver for the journey was Michael Caine, one of the best Porsche drivers around after finishing second in the 2010 Carrera Cup.

I think he was intentionally trying to scare me because overtaking another car round the outside of Paddock Hill bend at speed, with barely a cigarette paper between the cars is enough to make you wince.

The speed, the strength of the brakes and the amount of grip is unbelievable, but more worryingly I couldn't feel my leg when he put his foot to the floor.

The circuit is predominantly made up of right-hand corners so my neck took a battering, but I only found that out once the adrenaline had stopped flowing and we were back in the pit lane. After taking a couple of hours to catch my breath and regain a relatively normal skin colour, I was able to reflect on what was an incredible experience.

I take my hat off to all racing drivers because it is nowhere near as easy as it looks on television, I can assure you.

Chairman tips his Gs for top-five finish

AFTER a tough start to life in National League rugby, Gravesend look to have found their feet and chairman Graham Haggard has even tipped them for a top-five finish.

Promotion from London 1 South last term saw the Gs make club history and they began the season full of optimism under the leadership of new lead coach Paul Hathaway.

Four defeats in their first five games left the north Kent club reeling, but an upturn in results since suggests Gravesend are beginning to adapt to their new surroundings.

"It's much faster and much tougher," Haggard said. "Everybody's that much quicker and the backing-up is superb. It's been pretty mixed so far, we didn't know what we were letting ourselves in for and getting stuffed by Hertford [50-7] in our second game was a bit of a disappointment."

"But, in the last few games we've been coming back quite strongly and we gave Basingstoke a surprise when we beat them

[34-17]. I'd love to say we'll finish top, but I'm a realist, not an idealist. I'd like to think we can finish in the top five, we've got some tough games to come, but we know what we're up against now."

The Gs have been buoyed by a regular home support of 250 at Rectory Field and with the arrival of two new overseas players, the squad has been given a timely boost.

Australian lock-forward Keepea Mewett has become a regular in the side, while Hathaway has recently drafted in Fijian centre Sitiveni Turagaiviu – a player he worked with at Tunbridge Wells last season.

Haggard said: "The nucleus of the old team has come through and they're playing extremely well. [Captain] Jamie Forsyth is a magnificent leader; he's a big man in size and manner and he helps the boys an awful lot."

Gravesend are without a league game this weekend, but will face Thanet Wanderers in the Kent Cup on Sunday.



Picture: ROGER GRAY

ON THE MOVE: Gravesend have improved

Pictures: DAVID TREAVILLON

**TWO DANS:** The Mos' Borges (left) and Calitri

Canadian duo at home on Mos ice

THEY may come from the home of ice hockey, but Invicta Dynamos' two Canadian signings are enthusiastic about the strength of the sport this side of the Atlantic.

National League rules permit clubs to have two import players on their roster and this season the Mos have recruited from Canada.

Forwards Daniel Calitri and Daniel Borges, both 24, played together earlier in their careers in North America and have now helped the Gillingham-based side get off to a good start this season.

Calitri, who spent last season playing Major League Hockey in Ontario, was the first to sign.

After taking time to acclimatise he is the team's top scorer with 16 goals in 12 games and has been particularly impressed with the Mos supporters.

"I went from playing every day to only getting on the ice three times a week, which was tough to adjust, but I think I've done that now," he said.

"The atmosphere is so much better than in North America. I played in front of 1,500 fans over there, but they're not as loud as they are at Invicta, there's a lot of passion for the sport."

Compatriot Borges was keen on playing outside North America after finishing university this year and is not alone in wanting to sample European ice hockey.

He said: "A lot of guys want to come over. You hear good and bad stories. I think a lot of Canadian players want to come over here and experience it at one point in their career."

"The hockey is good over here; it's different with the ice being so much bigger. For my style of play I love it because you have that split second more to make your decision."

Parrish sure his side can repel the Raiders' challenge

THE TOP two clash at the Silver Blades Ice Rink on Sunday evening as Invicta Dynamos look to avenge their early season defeat against Wightlink Raiders.

Only goal difference separates the sides at the National League South Division One summit after good starts to the campaign.

The Islanders came out on top in September's reverse fixture, winning 4-2 to inflict the Mos' only defeat this season.

Since then the Dynamos have won seven and drawn one of their eight games, including back-to-back victories against Cardiff Devils and Romford Raiders last weekend.

Kevin Parrish, Mos head coach, is hoping his forwards are more accurate than in their previous outing against Wightlink, but does not see the game as pivotal in the title race.

He said: "If we had hit the net more than the plexiglass we would have come out three or four goals on top."

"I'm looking forward to it; they are a tough team and have built a squad challenging for the title this season."

"There's no point looking at tables at the moment, the league will change three or four times at the top before the end of the season and there are teams with several games in hand on us."

Corey Watkins is Parrish's only concern after picking up a knee injury last weekend, but after returning to training this week the forward should be available.

Face-off is at 5.15pm.

Pictures: PHIL INGLIS/ADY KERRY



FIRST OF MANY: Matt Haines will be lining up with Rory McIlroy (below) and other top names on European Tour

Tournament win earns rookie a chance to play on the big tour

McIlroy inspiration for Haines

PLAYING alongside Rory McIlroy is the opportunity Matt Haines is looking forward to the most after earning a place on the European Tour for next season.

Haines, who only turned professional in May after a glittering amateur career, is fast becoming one of the country's hottest young prospects and is now set to take on some of the world's best players.

The Chatham golfer clinched his first tournament win as a professional last Sunday, following a dramatic finish in the European Challenge Tour's Apulia San Domenico Grand Final in Italy.

The 20-year-old won the event by a single shot after shooting a five-under-par 66 in the final round, including an eagle on the par-five 15th to secure victory.

The win had far-reaching consequences, escalating him second in the European Challenge Tour rankings for the season, of which the top-20 receive entry into the elite European Tour.

Standard

Haines has come a long way in a short space of time and is struggling to come to terms with the fact he will play alongside the likes of McIlroy, Graeme McDowell and world number one Lee Westwood next year.

He said: "I didn't think everything would happen so quickly. When I turned professional my goal was to earn my Challenge Tour card for

By **TOM HOWARD**

next year. I've ended up with a European Tour card and it hasn't sunk in one bit yet. The more I think about it the more I can't believe it.

"At the minute I'm looking forward to playing with Rory (McIlroy) because he is a similar age to me and it will be good to see and learn the way he plays."

On last week's win, he added: "I didn't think I could win the event until the 12th hole and I saw the leaderboard and was only one shot behind."

"I thought 'if I can get a couple of birdies I could force a play-off', but I ended up hitting an eagle on the par five."

In the situation it was some putt." Haines has just four weeks to prepare himself for the European Tour as before beginning the 2011 campaign at the Alfred Dunhill Championship in South Africa on December 9.

The Rochester & Cobham club member admits his first task will be to perform well enough to keep his place on the tour for the 2012 season.

He said: "I haven't really done a plan, but I've just got to keep my card. I'm not really sure what the standard is going to be like, but I will find out when I get there."



Timeline

KOS Media sport takes a look at the highlights of all the sporting action from the last 50 years



50 YEARS AGO: ASHFORD Town were hoping to set a new club attendance record ahead of their FA Cup first round tie with Gillingham at Essella Park.

As many as 5,000 tickets had already been sold in the build-up to the Kent derby, with the Nuts and Bolts optimistic they could beat the previous record crowd of 6,500 set in 1958, when Crystal Palace were the visitors.

Ashford included former Gills player Brian Payne in their ranks and manager Ted Ballard fancied his side's chances.

"Gillingham's attack is strong, but I am sure we shall give them a good game," he said. "We have got nothing to lose. We have once more earned the right to be exempt until the fourth round of this cup next season and this was one of our main worries."

Also in the first round, Dover named an unchanged side for the visit of Peterborough, with a crowd of 8,500 expected after the visitors announced 'only' 3,000 visiting fans would be making the trip.



25 YEARS AGO: ENGLAND'S World Cup-winning midfielder Nobby Stiles was in the stands at Millmoor, where a stunning 20-yard shot from Mark Weatherley earned Gillingham a point away to Rotherham.

Stiles, manager of West Bromwich Albion, was keeping tabs on Tony Cascarino, with Liverpool also reportedly running an eye over the former Crookenhill striker.

Gillingham had lost their previous four matches away to the South Yorkshire side, so manager Keith Peacock was relieved to get a 1-1 draw.

"We really did nothing in the first-half, but came out and did extremely well after half-time," he said.

Kent vice-captain Mark Benson was given the all clear to play in the 1986 season, following an exploratory operation on his knee.

"The knee is no longer considered to be the problem it might have been," Kent manager Brian Luckhurst said. "Mark has been given the go-ahead for next season and the news has come as a great relief."



10 YEARS AGO: KENT announced a return to Beckenham after a 47-year absence, with a National League fixture against Yorkshires on August 29 at the old Lloyds Bank Ground.

Kent chief executive Paul Millman hinted this could be the first of many trips to south east London for the county, after the ground's new owners pledged to make long-term improvements to the facilities.

"We are delighted to be able to return to Beckenham, but there is still a lot of work to do on the ground and we hope to have it ready in time," he said.

Kent reappointed Matthew Fleming as skipper and signed former Gloucestershire opener, 22-year-old Paul Lazenbury.

Ashford Town staged a stunning fight-back from 3-0 down to beat Grays 4-3 at Homelands in the FA Trophy.

Nicky Arundel hit the winner four minutes from time after goals from Dave Peachey (2) and Marc Seager, in his final game before joining Sittingbourne, had drawn Ashford level.



LEGEND: Nobby Stiles watched Gills

Thomas returning for Whistler stop tour in GBR1 sled

AFTER making her Winter Olympics bobsleigh debut earlier this year, Kelly Thomas (pictured) heads back to Whistler later this month for the start of the new World Cup season.

The Olympic venue in Canada hosts the first of the elite competition's eight rounds, which will be the main focus for the world's top teams this winter.

Thomas, who lives in Dartford, finished a creditable 11th with team-mate Paula Walker. With world champion Nicola Minichiello ruled out through injury, the duo have been promoted to the GBR1 sled after coming through selection in Latvia.

The winter is the start of the long build-up to the 2014 Games in Sochi, Russia, and for Thomas the main aim is to record consistently solid performances.

Speaking from a training camp in the United States, she said: "We're trying to achieve some good targets this year in our World Cup rankings, which will determine the level of our financial support over the next few years."

"We need to get in the top 10-12. I guess some people would look at that like it's pressure, but we don't really think about it. I'm just excited about going back to Whistler."

The World Cup should not hold any fears for the 29-year-old brakeman, who competed in the series last winter in a bid to reach the Olympics. A 10th-place finish in the rankings ensured qualification for the GBR2 sled.



Picture: BOA

Early bird catches best Open tickets

TICKETS for the Open Championship at Royal St George's have gone on sale, with fans encouraged to buy early for the best deals.

About 180,000 spectators are expected to head for the course in Sandwich Bay next July, as the renowned tournament makes its first visit to Kent in eight years.

Prices start at £10 for adults on a practice day, with the cheapest full-price tickets during one of the four tournament days at £50. Season tickets, which allow entrance for the whole week, are at £195. Concessions are available, while under-16s will be admitted free of charge.

At the other end of the scale, £550 will gain access to the Greenside Club, which has a range of benefits including reserved seats in the grandstand around the 18th green.

David Hill, championship director at organisers the R&A, said: "Recognising the times we are in, we want to offer savings for early purchases to reward the many enthusiastic spectators we see coming back to The Open year on year."

The lower prices will remain in effect until December 31, while information and ticket enquiries should be directed through Opengolf.com or by calling the ticket office on 01334 460010.

Player of the year could end his career here

By GLENN PEARSON

ALL-rounder Darren Stevens hopes to sign a two-year contract extension at Kent when he returns from playing for England in the Hong Kong Sixes this weekend.

The 34-year-old was last week offered a one-year extension to his deal which expires at the end of next season, but the former Leicestershire man is holding out for a further two years which would see him remain at the club until 2013.

He said: "I had a contract meeting last week and they offered me an extension on the contract I have, but I asked if it was possible to have another year on top of that."

"I don't think it's a big ask, I've got better each year I've played for Kent and fitter each year and long may that continue."

"The last five years have been good for me at Kent and I can see me finishing my career there."

Stevens had one of his best seasons in a Kent shirt after topping the batting averages having scored 934 runs at 44.52 and claiming 27 wickets at 26.85.

It was enough to earn him the county's player of the year award, but towards the end of the season he was one of several players to voice their concerns about the effect the club's financial state would have on the pitch.

Feedback

While it was rumoured counties were interested in his signature, Stevens never hid his desire to remain at St Lawrence and has welcomed the news the club could be in a position to make a signing or two this winter.

"I haven't spoken to anybody, but through my agent he said there has been a lot of good feedback from other clubs and if it didn't work out at Kent then people would be willing to take me on," he said.

"But I'm happy with where I am at and I want Kent to go forwards. If we can get a couple of key players in our side and maybe a decent overseas, I think we have a good chance of doing well."

Kent head coach Paul Farbrace said he hoped a deal for Stevens would be wrapped up shortly, recognising the all-rounder's input in a disappointing season for the club this year.

"We are very keen to get Darren Stevens' contract situation sorted out as quickly as possible," he said. "He is someone we want to have at the club as he is a major player for us in all forms of the game."

Stevens is part of a seven-man England squad looking to go one better than last year and reach the final of the Hong Kong Sixes on Sunday.

Stevens wants to extend good times at Kent

LONG-TERM STAY: Darren Stevens has enjoyed his last five years playing for Kent

Picture: ADY KERRY



England lost at the semi-final stage last year and Stevens, who also played for the England Lions in the summer, is hoping to use this year's tournament to further his claims for a place in the World Cup squad next year.

"Getting picked for the Lions was something I wasn't expecting at all and even for

the Sixes side I didn't expect to get picked to go again," he said. "Hopefully I can do well and see where it goes from there, but the more you think about these things the less they happen, that's the way I see it."

England have been drawn to play Australia, South Africa and Hong Kong in Saturday's pool stage.

Kent Spitfires given favourable draw for next summer's CB40

KENT managed to avoid county cricket's big guns in the draw for next summer's Clydesdale Bank 40 and stand a good chance of progressing to the semi-finals.

Rob Key's side are in Group A together with Derbyshire, Worcestershire, Yorkshire and local rivals Sussex and Middlesex, while the Kent Spitfires will have to make the long trip to take on the Netherlands as well.

Kent head coach, Paul Farbrace, said: "I think it's a pretty good outcome for us. The teams we have been paired with are all beatable and Groups B and C certainly look

tougher on paper with some real heavyweights included.

"I think our group in 2010 was tougher, and we finished second, so hopefully we can go one better next season."

"The supporters will enjoy the local trips to Hove and Lord's and we genuinely don't have anything to fear. The trip to Holland isn't ideal, in terms of travel, but they are beatable."

Three groups of seven will see teams playing each other home and away. Group winners, and the best second placed team, will qualify for the semi-finals, with the final taking place at Lord's.

CLYDESDALE BANK 40 DRAW

GROUP A:
Netherlands, Derbyshire, Middlesex, Worcestershire, Sussex, Yorkshire, Kent.

GROUP B:
Scotland, Hampshire, Durham, Northamptonshire, Warwickshire, Surrey, Leicestershire.

GROUP C:
Uncorns, Nottinghamshire, Glamorgan, Gloucestershire, Essex, Somerset, Lancashire.



CHANCE: Kent Spitfires missed out on making the semi-final this year

Cautious optimism as attendance figures stabilise

By **DAVID PRITCHARD**

THE DOWNWARD spiral of non-league attendances in Kent appears to have been broadly halted, giving struggling clubs some reason for cautious optimism looking to the future.

A year ago an investigation by this newspaper found attendances were plummeting across the county, with the worst hit seeing gates halved in two seasons.

It has forced clubs to get creative, with many embracing the radical idea of allowing free entry to one-off games.

While the figures 12 months on still make grim reading for some clubs, overall the picture is showing signs of, an albeit modest, recovery.

The average gate for the non-league teams in the table is now 500, compared to 486 last year, although it is still around six per cent lower than the numbers seen in the two seasons before.

Dartford's promotion to the Conference South has helped them make a big leap over the last year, with gates up 40 per cent.

Interestingly they could now claim to be the second biggest club in the county, with attendances now comfortably above that of Dover and Ebbsfleet United.

Biggest

Bromley's good start to the campaign has seen a big spike in attendance, but proportionally it is a far greater increase than in-form teams were experiencing a year ago.

Despite struggling in the table, Whitstable have been another success story, with falling gates turned around thanks in part to well supported derbies against Sittingbourne and newly-promoted Faversham Town.

Committee member Tony Rouse believes it is also down to the experience fans get when they head to the Belmont.

He said: "I think it's because we're playing some half-decent football, the supporters have been very appreciative of our style of football.

"Also, whatever money we make goes into the upkeep of the ground which we are keen to keep improving – we like to make people feel welcome."

Compared to figures for this time last season, clubs experiencing the biggest drops can all be easily explained.

Ebbsfleet have suffered a significant fall following relegation, as you would expect, while Maidstone United's ongoing groundshare at

Cash-strapped clubs slowly turning things round at the turnstiles

ATTENDANCES FOR KENT'S NON-LEAGUE TEAMS

TEAM	2007/08	2008/09	2009/10	2010/11 +/-	09/10 to 10/11
Ebbsfleet United	1,087	1,203	1,151	892	-22.5%
Dover Athletic	943	1,293	1,141	993	-13.0%
Dartford	1,135	1,118	1,135	1,594	40.4%
Welling United	526	654	554	590	6.5%
Bromley	643	523	483	690	42.9%
Margate	531	523	450	409	-9.1%
Tonbridge Angels	518	503	443	402	-9.3%
Maidstone United	444	388	324	255	-21.3%
Folkestone Invicta	402	271	276	299	8.3%
Cray Wanderers	167	159	208	216	3.8%
Ramsgate	369	337	195	168	-13.8%
Chatham Town	175	137	156	153	-1.9%
Whitstable Town	249	174	143	197	37.8%
Sittingbourne	190	184	140	139	-0.7%

• Figures do not include Ashford Town or Faversham Town, who have not been in Ryman South or above for the entire duration of the survey.

Ashford, combined with struggles on the pitch, accounts for their decrease.

Several other clubs with falling gates have at least slowed the trend, with Tonbridge Angels, Margate, Sittingbourne and Chatham all experiencing relatively minor drops.

But it would be wrong to suggest clubs are not still struggling. Sittingbourne, in peril a

year ago, remain deep in trouble, according to board member Peter Pitts.

He said: "All we want to do is break even and we're probably 40 or 50 people per game away from doing that. We did a free game and got a couple of season ticket holders out of it, but it's rare. We'll do it again, but there's a lot of apathy in the town."

Daish back holding the purse strings after fans' online transfer debacle

EBBSFLEET United's transfer policy has come full circle after the latest MyFootballClub vote handed almost full control back to manager Liam Daish.

The Fleet boss was left exasperated by what he described as a period of "messaging about" and stressed the need to concentrate on bolstering club funds rather than tinkering with existing policies.

Originally, MyFC members, who own a percentage of the club, voted in a proposal to put all potential transfers to a 48-hour ratification vote, a move which would have scuppered any last-minute signings to cover for injuries.

Now, though, the only transfers requiring member approval are those involving a transfer fee or any signings to be made while the club is over its wage budget.

"I've always worked that way anyway, with players that have gone out," Daish said.

"I think we could have spent time thinking about more important things, about actually getting revenue rather than messing

about and ending up where we started.

"As a manager, you want to be trusted in the job you're doing and I think I've proved I can do decent job building sides.

"Not every signing will turn into what you want, but I've signed lots for the right price and within the wage structure, who have done a good job for the Fleet."

On the field Daish's latest crop of young talent has attracted the interest of England C manager Paul Fairclough, who was in the stands to watch last Saturday's 2-1 win at St Albans City.

Goalkeeper Preston Edwards has already featured in the national semi-professional squad this season, and Michael West, Tom Phipp and Craig Stone are all rumoured to have forced their way into Fairclough's thinking.

Daish said: "It would be great for Westy and Phipps, they've been brought up from the academy and they're scoring goals. Preston's been on the periphery of it, so Paul will have been impressed by some of the younger lads."

Birchall netting interest for his impressive run

INTEREST in Dover Athletic's Adam Birchall could be set to rise following the striker's most prolific spell in front of goal, writes **Tom Howard**.

The Whites forward is one of the hottest prospects in non-league football with 19 goals in all competitions, before yesterday's FA Cup first round clash against Gillingham.

The 25-year-old, from Maidstone, who began his career at Arsenal, joined Dover in July, 2009, after being released by League Two side Barnet. While at the Gunners, he became one of the club's most prolific scorers in the reserves, but never went on to make an appearance in the first-team.



Picture: SIMON HARRIS

HOT SHOT: Adam Birchall (blue)

Birchall scored 18 goals for Dover last season and has already eclipsed that with only of a third of this season completed, and Whites chairman Jim Parmenter says his star striker could start to attract interest from other clubs.

He said: "He may well get some interest, but he is on contract and is enjoying his football at Dover. He seems to be settled at the club, but we wouldn't stand in his way."

Dover boss Martin Hayes has been delighted by Birchall's form so far this term and hopes his goals will help fire the club into the Conference Premier next season.

He said: "To be fair he is just on fire at the moment. I sat down and had a chat with him when I joined the club in the summer and he really likes the style we play and it is paying off with his goals. He is a real threat going forward and is probably one of the hottest strikers in non-league at the moment."

"Strikers will always have a rough spell at some point. However, he has scored 19 goals so far and if he continues like that, he will probably get 40-45 this season."

County sides to meet in trophy

THE DRAW for the FA Trophy third round qualifying has thrown up two all-Kent ties.

Conference South pace setters Ebbsfleet United, who won the trophy in 2008, and Bromley will meet at Stonebridge Road, while Tommy Warrilow's in-form Tonbridge Angels travel to Welling United.

Dover Athletic and Woking have been paired together in what will be a re-run of last season's Conference South play-off semi-final. Martin Hayes' side came out on top in their most recent encounter, a 1-0 away win on the opening day of the season.

Dartford will make the short trip to Thurrock weeks after the two sides drew 1-1 at Ship Lane in the league.

Maidstone United's reward for beating Cray Wanderers 2-1 last week, is a trip to Harlow Town from the Ryman North, while Folkestone Invicta travel to Eastleigh after beating Thamesmead Town on a replay.

Ties to be played Saturday, November 20:

- Dover Athletic v Woking
- Eastleigh v Folkestone Invicta
- Ebbsfleet United v Bromley
- Harlow Town v Maidstone United
- Thurrock v Dartford
- Welling United v Tonbridge Angels

Picture: IGOR KUPCO



NOTICED: Craig Stone has been impressing

Easing finances could see Parnell or McLaren return

OLD BOY:
Wayne
Parnell

KENT may look to recruit one of their former stars as an overseas player for next season, with Wayne Parnell and Ryan McLaren believed to be high on the wish list, writes Glenn Pearson.

It now looks as though there may be a budget for an overseas player, which will almost certainly go on a bowler, as the county's financial pressure eases after work finally got under way on the St Lawrence ground redevelopment in September.

Head coach Paul Farbrace has started looking at players available in Kent's likely price range, and said those with previous experience of playing for the county, would be looked more favourably upon.

"Anybody that we know of, be that the likes of Wayne Parnell and Ryan McLaren – because they have played at Kent – will have an advantage over someone we know nothing about," he said. "It's important that an overseas player must fit in our team and that's why they, and Makhaya Ntini, were so good for us."

It's no secret that Kent were impressed with Parnell in his two short stints in 2009.

But it was also the fact of being a left-arm seam bowler, which helped create rough for spinner James Tredwell to bowl into, that makes him a good overseas option.

It's likely to mean Parnell would be a better acquisition than McLaren, a right-arm seamer, but as Farbrace points out, there are also other left-arm quick bowlers in world cricket.

"When you have a player like Treddy, who is one of the best spinners in county cricket, we would be stupid not to look at trying to enhance his success," Farbrace said.

"We could bring in a right-arm seamer, but we have Matt Coles coming through, Robbie Joseph returning from injury and the likes of Simon Cook, but it would be good to have a left-arm who can swing the ball both ways and will leave rough for Tredwell to bowl into.

"That's why the likes of Parnell come into it because he is an exciting left-arm, but there are other exciting left-arm seamers in international cricket as well.

"Whether Cricket South Africa would allow Parnell to come for three or four months and play county cricket, I'm not sure."

The Kent coach also said that he has not had a discussion with Parnell, or any other potential overseas target at any stage and that making a decision on any new players will not be a rush job.

"We are looking at possibilities for next season, but at the moment we do not know what budget we are going to have for an overseas," he said.

"At the moment though, the priority is talking to the players that are out of contract next year and for some of the younger ones, trying to discuss with them about staying longer term."

• See inside for more Kent cricket news.



Picture: ADY KERRY

WRITING'S ON WALL FOR SCALLY & HESS

By DAVID PRITCHARD

GILLINGHAM chairman Paul Scally has voiced his concern that the actions of vandals who daubed graffiti outside Priestfield this week will only make it harder for the club to attract a prospective new owner.

Slogans urging Scally and his manager Andy Hessenthaler to leave the club were painted on the walls of the stadium hours after the team's 2-0 defeat against Wycombe Wanderers on Tuesday. The final whistle was met with boos from the home fans as their side slipped to 20th in the League Two table.

Scally, who divides his time between Kent and Dubai looking for investment in Gillingham, insists he is as disappointed as anyone with results, but questioned the method of protest.

He said: "I understand his frustration, but I don't agree with the way he did it. Why would you want to damage your own club? The guy is obviously not capable of expressing his views in any other way.

"I understand the frustration and if I'm the reason for our demise then if somebody else comes in with the capability of taking the club forward, then I have said all along for 16 years that I'm happy to step down if that's the case.

"The reality of it is there aren't people out there who want to put themselves in my position and when you see things like this, it's not surprising really. Who would want to come into an environment where they're going to get abused for working hard?"

Pre-season predictions of automatic promotion now look wildly optimistic after only three wins in the league.

Scally expected the club to be in the race for a top-three finish from the opening day, but now acknowledged it looked a long way off.

He said: "[It will be] difficult, I would say, but we'll keep pushing and try to do the best we can. It's disappointing, but there have been lots of disappointments in football and this is no different.

"We have put a lot of money into the team, our wage bill is probably the highest, or one of the highest in the division, but things aren't

Chairman sends out his own message as disgruntled fans call for him to leave the Gills



Picture: ADY KERRY

DISMAY: Club officials rubbed off most of the explicit graffiti aimed at Gills chairman Scally

going as expected or planned. That's football, I have been round long enough to know you can do it all the right way and it still doesn't work."

The Gills chief re-appointed Hessenthaler as manager this summer to restore pride to the club after a second relegation in three seasons under Mark Stimson.

The new coaching staff have so far had little success, but Hessenthaler, who has admittedly been hampered by an unfortunate combination of injuries, rejected the suggestion his position was coming under increasing pressure.

He said: "Not really, it's a game of football. It is our livelihood, there's always pressure you feel in any match because you want to do well and win games, but it's not life or death.

"I know it's an entertainment business,

when you're winning games it's great and when you're losing games it's tough."

• Log on to www.kentsport.co.uk for the report and reaction from yesterday's FA Cup first round tie against Dover Athletic.

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